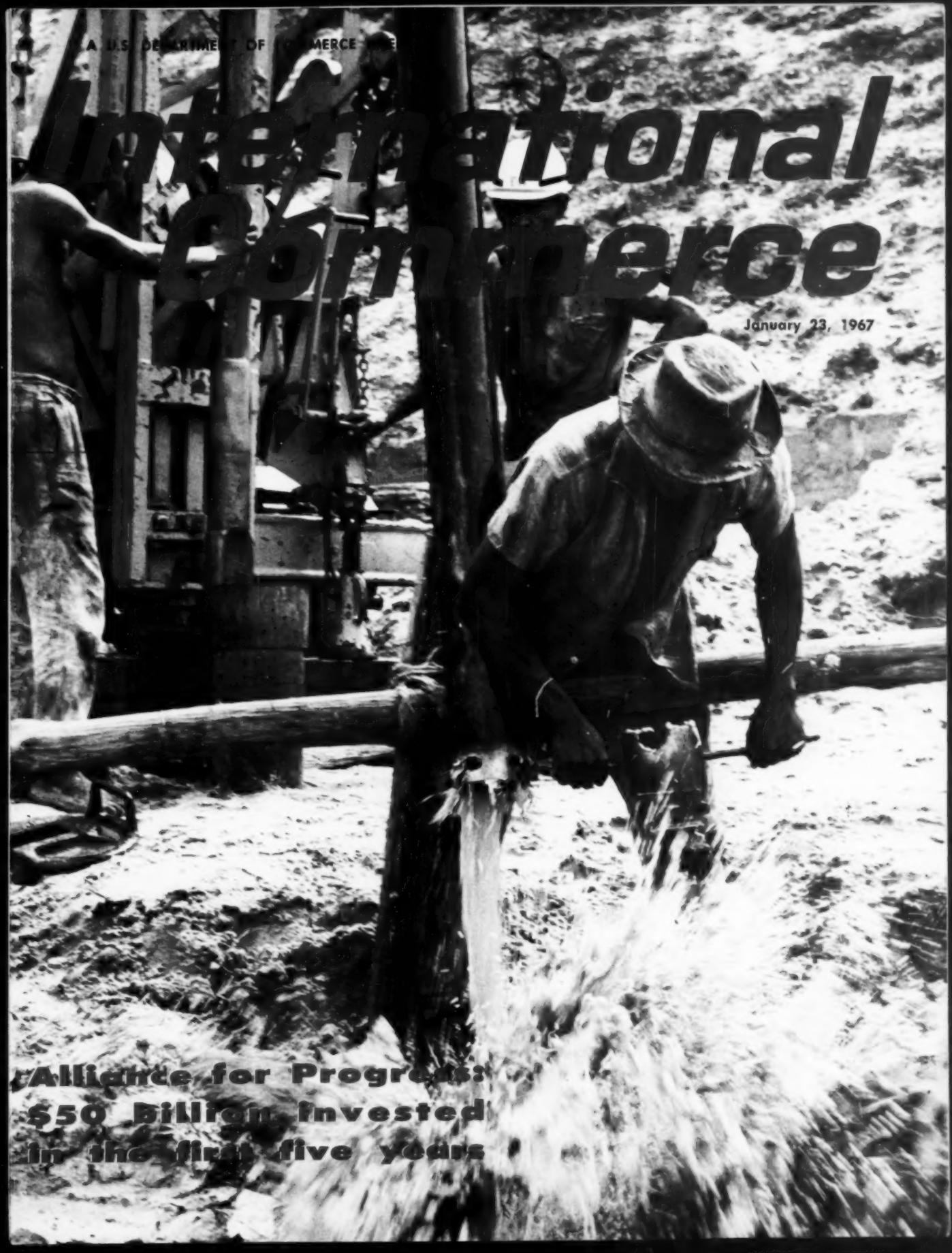
A U.S. DEPARTMENT OF COMMERCE PUBLICATION

international commerce

January 23, 1967



'Alliance for Progress': $50 Billion Invested in the First Five Years

International Trade Winds

Company News

AIRCRAFT—Japan Air Lines has announced plans to purchase six new Beechcraft twin-engine propeller driven airplanes from the Beech Aircraft Corp. for use in a new pilot training center to be opened at Sendai, in northern Japan. Pilots trained at Sendai will eventually fly the Boeing 727 jets used by JAL for domestic flights. Training includes one year with the Beechcraft, then an additional six months with the 727. JAL already uses four Beechcraft in its training programs.

ELECTRICAL EQUIPMENT—The IGE Export Division of General Electric Co. has announced the receipt of a contract to supply over $7 million worth of electrical equipment for a new power station at Manila, Philippines. The installation will include a 150,000 kilowatt steam turbine-generator and associated equipment.

PAPER MACHINERY—Canadian International Paper Co. has placed an order with Black Clawson Co., New York, for the world's largest paper-making machine. The $7.5 million machine, 31 feet wide and as long as Yankee Stadium, will produce 575 tons of newsprint daily at a speed of 3,000 feet per minute. Engineering and special equipment construction will be done at Black Clawson's Watertown, N.Y., plant, with some parts manufactured by the firm's Canadian and British subsidiaries.

ELECTRONICS—General Telephone and Electronics Corp., New York, has announced plans to acquire a majority interest in Wireless Products, Ltd., Hong Kong, one of the world's largest manufacturers of private-brand transistor radios, from the Amerex group of companies. The acquisition is expected to be consummated by April 30 of this year.

COMMUNICATIONS—Receipt of a contract to provide plans and technical coordination for the integration of U.S. and Republic of Viet-Nam military communications systems in South Viet-Nam and Thailand has been announced by General Telephone and Electronics International, Inc. Field work has begun already on the project, the second study GT&E has undertaken in Viet-Nam.

Newsletter

Investment missions to international markets often require much more detailed advance work than trade missions do, both by U.S. commercial specialists on the spot and the mission members themselves. A recent mission to Sweden yielded no results because, despite vigorous promotional activity by Embassy personnel prior to the visit, the members were not prepared to discuss specific projects. The U.S. Embassy stresses the need for advance market or investment surveys to identify companies with a definite interest in overseas activities. Personal visits to discuss generalities often make Swedes wonder if the caller is really serious.

Five states are planning Trade Missions in 1967. Pennsylvania, to sell instrumentation; Arizona, combination Mission and Exhibition to Mexico; Connecticut, truck exhibit and Mission to Mexico and Central America; New Jersey, airborne Mission to Spain to sell electronics; Texas, a combined Mission and Exhibition to Australia and New Zealand, to sell factory modernization equipment.

At least one major U.S. food corporation has reported progress in investment plans to establish integrated meat plants in several key African countries. Proposals in six countries are about to be implemented.

An America Week in Berlin to promote U.S. goods is scheduled for September. The leading furniture specialty store is sponsoring.

"This is the right way to introduce a new product," declared the sales manager of Polaroid Italia during the company's three-day showing in the Milan Trade Center. 110 prospective customers were registered and 50 members of the press attended the demonstration of the Polaroid ID-card production system. Two of the large units were sold immediately.

The Foreign Credit Insurance Assn. has added three offices across the U.S. to its 250 Broadway, New York, address. Now FCIA service is available through Charles P. Kelsey, 85 Front St., Berea, O.; William F. North, 323 World Trade Bldg., 1520 Texas Ave., Houston, and Joseph D. Silveria, 510 Kennedy Federal Bldg., Boston.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

A worker observes the fruits of a well-drilling project in northeastern Brazil, one of many such improvements to be completed under the auspices of the Alliance for Progress. The Alliance is creating a growing market for well-drilling machinery, construction and school equipment, fertilizer, farm machinery, and countless other products which the U.S. is in a leading position to supply. A year-end summary of the accomplishments of the Alliance during its first five years, and an outlook for the business still to be completed in the second half of the program starts on page 2.

January 23, 1967

Volume 73
Number 4

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

Special Reports

Complete Summary of Worldwide Import Rules, Pages 6-12

Alliance for Progress Marks its Fifth Anniversary 2
Program passes half-way point in initial ten-year plan with many accomplishments to its credit, many tasks still to be done

Stockholm Trade Center Plans Second Paper Show 13
Sales success of 1966 exhibit leads to promotion of paper finishing and conversion machinery for the Scandinavian market

Panamanian Business Community Confident for 1967 15
Canal treaty negotiations and possible entry into Central American Common Market spur optimism for the new year

TRADE FAIRS AND CENTERS—Automotive service tools to be shown 14

WORLDWIDE BUSINESS OUTLOOK—Hong Kong paper wants articles 17

Argentina renegotiates oil pacts to increase production 18

U.S. GOVERNMENT ACTIONS—Pakistan project gets $14 million loan 19

FOREIGN GOVERNMENT ACTIONS—ECSC announces new import quotas 20

INVESTMENT OPPORTUNITIES—Venezuela seeks resort, airport partners 21

WORLD TRADE OPPORTUNITIES—Dutch association seeks proposals 24

NEW BOOKS AND REPORTS—New Foreign Market Surveys now available 35

MORE TRADE IS FLOWING throughout the hemisphere since the Alliance for Progress was begun in 1961. Above, port of Corinto, Nicaragua. (World Bank)

Alliance for Progress gains despite problems

Five-year record shows substantial overall economic growth; U.S. sales to area up

The Alliance for Progress passed the halfway mark during 1966 with abundant proof of accomplishments and a considerable amount of unfinished business on the agenda.

The ten-year program to achieve economic self-sufficiency in the 19 Latin nations which signed the Charter of Punta del Este in 1961 has also had a pleasant side-effect for U.S. business: the value of U.S. exports to these countries, which had actually been decreasing, went up by an estimated 34% between 1963 and 1966.

The U.S. is maintaining its aid at the pledged levels, and has now committed more than $5 billion to the success of the program. The Latin nations are also holding to their part of the agreement, having alloted more than $50 billion of their resources. International lending agencies have provided several billion more.

"Broadly speaking the experience of the past five years shows substantial overall economic growth, especially in 1964 and 1965 when on the average it passed the minimum target of 2½% per capita," according to U.S. Coordinator of the Alliance Lincoln Gordon. "That level may not have been reached for 1966, mainly because bad weather reduced the agricultural output in several countries."

Rapid population growth is also cutting into economic gains throughout the hemisphere.

Gordon termed 1966 as "a year of sober reappraisal of Latin America's development prospects and needs."

Despite such statements, 1966 contained much to encourage both the Latin American nations and U.S. exporters.

All time highs

A new level of loan authorizations and disbursements in support of the Alliance for Progress highlighted AID's assistance activities in 1966.

All funds loaned under the Alliance are tied to procurement of U.S. goods and services.

Part of the $79 million assistance to the agricultural sector was a $14.8 million development loan toward financing a $70-million privately-owned chemical fertilizer plant in Santos, Brazil. The loan was coupled with an investment guaranty. This project is considered a major break-through in the struggle to boost Brazil's food and fiber production.

Highway maintenance equipment loans resulted in $15 million worth of equipment being purchased in the U.S. during 1966.

More than 30 large-scale Alliance engineering project contracts were concluded with U.S. firms in 1966, and the volume of construction in progress is at all-time record levels.

Bulldozers made in the U.S.A. sail upstream on barges from the Atlantic Ocean to the headwaters of the Amazon River where they disembark under their own power. Their job is to push new highways across the backbone of the Peruvian Andes and open vast new areas for settlement and development.

The Alliance has provided technical

and loan assistance to Latin America public and private development institutions for relending to private-sector entrepreneurs. To date AID has made 23 loans of this type, totaling about $172 million. Many manufacturing firms also receive financial assistance through AID-financed private industrial development banks in Central and South America.

The U.S. Geological Survey and a private U.S. engineering firm are assisting Colombia in preparing an inventory and map of the country's mineral resources.

In the year ending June 30, 1966, total Eximbank authorizations of long and medium-term loans, medium-term guaranties and insurance, and short-term insurance for exports to Latin America totaled $615.5 million—more than double the figure of just three years earlier.

For the balance of 1966, the figures, when available, are expected to show a comparable level of lending activity. Every dollar of this credit assistance will be spent on U.S. goods and services needed to further the Alliance for Progress.

Not enough capital

Gross inflows of capital to Latin America from abroad have also increased, but Lincoln Gordon says that levels of private foreign investment are still disappointing.

The flow of new private U.S. capital to Latin America in 1966 continued an upward trend that started modestly several years ago.

During three Alliance for Progress years the annual capital outflow increased from $70 million in 1963 to $143 million in 1964; and in 1965 the direct outflow to Latin America reached $171 million.

U.S. Department of Commerce data for the first nine months of 1966 show a rise of $47 million in private U.S. investments over the corresponding period in 1965, indicating a substantial gain for all of 1966.

U.S. investments in Latin American manufacturing enterprises are particularly active. The capital flow to manufacturing affiliates in 1965 exceeded $200 million, and this upward trend continued in 1966. Company reports on planned expenditures in the Latin American republics for plants and equipment suggest a further rise in private U.S. investment activity in 1967.

In connection with the growing investor interest in Latin America, the Agency for International Development concluded Pre-Investment Survey Agreements with 29 U.S. firms in 1966.

The prospective investors will assume the full cost of their field surveys if they decide to make investments in the projects; if they decide against, AID will pay one-half the survey costs and make the survey data available to other prospective investors.

During 1966, eight surveys resulted in decisions to invest $11.2 million in five countries. The new business ventures range from animal feeds to truck bodies.

To stimulate private enterprise, AID has assisted 12 Alliance countries in establishing industrial development and productivity centers. These centers identify and promote investment opportunities, give guidance in obtaining low-interest credits, and provide technical advisory services and training to supervisors and managers.

Open U.S. office

During the year the Agency for International Development authorized the establishment of an Inter-American Investment Promotion Center in the U.S. as a clearing house for investment opportunities in Latin America.

Scheduled to begin operations this spring, the Center will be staffed by U.S. private consulting firms, which will publicize investment projects developed by Latin American industrial development organizations.

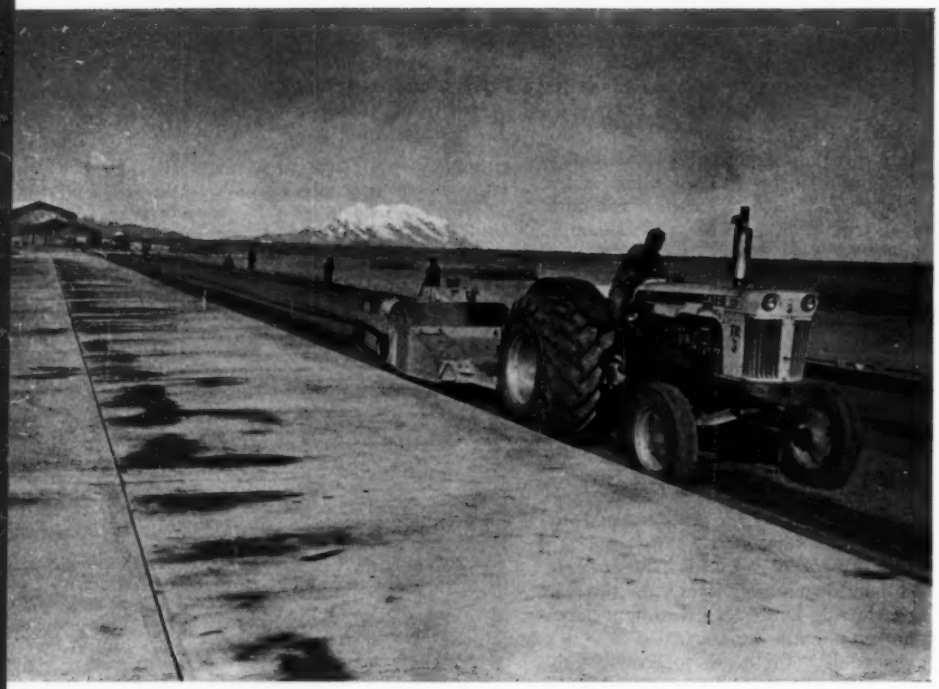
The Alliance has helped to establish local, regional and national organizations which carry on programs for developing a country's income-producing potentials. AID stimulated the creation of about 50 such organizations in Colombia, Brazil, Bolivia, El Salvador, Nicaragua and Costa Rica.

A broad spectrum of Latin America's agriculture and industry comes under the protection of guaranties afforded to private U.S. investors by the Agency for International Development in 1966.

Nearly all the Alliance countries are now participating in AID's Investment

TECHNICAL SKILLS LEARNED THROUGH THE ALLIANCE will lessen Latin America's dependence on foreign help in its drive for economic self-sufficiency. These Salvadoran engineers are installing a generating unit at Guayabo power plant.

FINANCED BY PRIVATE U.S. CAPITAL, the Vipasa housing project in Cali, Colombia is an example of the type of Alliance project which benefits both U.S. businessmen and the Latin American people.



HIGHEST JET AIRFIELD in world, at La Paz, Bolivia, is being built with substantial Alliance help.

Guaranty Program. Nicaragua, Honduras, and Paraguay agreed to amend their original guaranty agreements to include the specific guaranty against possible loss from war, revolution, insurrection and the extended "all-risk" guaranty. Early in 1966, British Honduras signed an agreement covering the full range of guaranties.

Through the first nine months of 1966, private U.S. investors received guaranties against specific risks in 15 Latin American countries involving a total of 68 projects. The combined value of these guaranties approximated $327 million and the total investment amounted to about $100 million. In Brazil, where only four guaranties had been issued prior to 1966, a total of 16 had been issued by September 30.

Figures alone do not tell the whole story of AID's specific risk guaranty program. A new combined contract covering the risks of expropriation and damage from war, revolution and insurrection was introduced in 1966. Under the terms of the combined contract, a single maximum guaranty amount is selected by the investor, and this coverage may be invoked after a loss either from expropriation or war damage. Thus when the combined contract is used, the total protection afforded, as well as the premium, are reduced.

In August 1966 Panama's private sector sponsored a continental conference which was attended by 200 business leaders from 15 Latin American republics. Main theme of the conferees was the role of the private sector in national planning. Panamanian businessmen described their collaboration with the national government in development planning under the Alliance for Progress.

Under a mandate from the OAS Economic and Social Council, Inter-American Committee on the Alliance for Progress began studies of a proposed inter-American export promotion agency and of the trade potential of processed foods produced in Latin America.

Argentines want orators

The Argentine Sales and Marketing Executives Assn. of Buenos Aires wants U.S. speakers on sales and marketing to address its regular meetings throughout 1967, its 25th anniversary year.

Any U.S. businessman planning to visit Argentina who would be willing to address one of the association's meetings should **write**, well in advance, to: Asociacion de Dirigentes de Ventas y Comercializacion, Cordoba 1432, Buenos Aires, Argentina.

CIAP gave increased attention to a greater sharing by private management and labor in the development planning and execution process; and to the further participation by European governments and private enterprise in Latin America's development. European Common market countries have now joined OAS in more than a score of technical assistance projects in Latin America.

Economic integration gained both in the Latin American Free Trade Association (LAFTA) and in the Central American Common Market (CACM), encouraging a trend toward the formation of a Latin American Common Market.

In August the Inter-American Development Bank created a $16.5 million Pre-Investment Fund for Latin American Integration. These resources will be used to finance feasibility studies of multi-national or regional development projects.

Proposed amendments to the OAS Charter which will improve the inter-American machinery for the settlement of disputes were proposed in 1966, and are expected to be approved by the Third Special Inter-American Conference when it meets in Buenos Aires in February.

To help obtain the increased revenues which will be required to complete the Alliance's program, 16 Latin republics are receiving technical assistance in tax administration under an Alliance for Progress program jointly-sponsored by the participating countries, the Agency for International Development and the U.S. Internal Revenue Service.

Improved tax administration in 1964 and 1965 produced dramatic benefits for the participating countries. In Panama, tax receipts rose by 256%. In the corresponding period, Ecuador's tax revenues increased by 116%, Nicaragua's by 26%, and Peru's by 34%.

Data on tax revenue collections during 1966 continue to reflect, in general, an improving and encouraging trend throughout Latin America. Several Alliance countries are expected to show net tax revenue increases over 1965 in the range of 15 to 20%.

Unexpected benefits continue to flow from the Alliance, as when the Kaiser automobile plant in Cordoba consulted the local university about a problem which had forced a recall on an entire line of auto production. The problem was solved by an analog computer provided to the school under an AID contract, with assistance from a mechanical engineer who had received his graduate degree under the same contract. Kaiser has since requested a permanent consulting arrangement with the university.

LAFTA okays Bolivian membership, agrees on 500 new tariff cuts

Foreign Ministers will constitute new supreme organ for group; extraordinary conference session called for second quarter

In a flurry of year-end activity, the Latin American Free Trade Association approved Bolivia's application to join the organization, agreed on 500 new tariff reductions, and decided to establish a supreme organ composed of the Foreign Ministers of the member nations.

The LAFTA Conference interrupted its Sixth Annual Ordinary Session on Dec. 6 for a six-day meeting of LAFTA Foreign Ministers and, after resuming, concluded 1966 Conference work on December 20 with a resolution calling for an extraordinary session during the second quarter of 1967.

Conference negotiations produced about 500 individual national reductions in tariffs over a range of goods encompassing raw materials and agricultural and industrial products, including petrochemicals, oil drilling equipment, tools, farm machinery and home appliances. Although these individual reductions to be incorporated in the appropriate member country 1967 National Lists are fewer than the approximately 850 agreed upon a year earlier, they may be even more important.

Six more annual negotiating rounds remain in the Association's 12-year program for removing charges and restrictions in national import regulations on virtually all (about 80%) of intra-LAFTA trade.

Plans for 1967

The 1967 extraordinary conference session will include resumption of negotiations on Venezuela's tariff adjustments on imports from LAFTA sources, plus application of the method agreed upon in the 1966 session for adjusting Brazil's margins of preference on imports from LAFTA members.

The extraordinary session will also take up development of the second stage of the Common Schedule, which is the list of products on which the LAFTA members collectively agree to eliminate duties, charges and other restrictions by sometime in 1973.

The second stage is to agree on Common Schedule products which account for at least half of the aggregate value of intra-LAFTA trade. The first stage, accounting for at least 25% of intra-LAFTA trade, was agreed upon in 1964. The LAFTA treaty calls for the third and fourth stages of 25% each to be agreed upon not later than 1970 and 1973, respectively.

Agreement was reached in the year-end meetings that Venezuela is to be treated as a LAFTA member with an insufficient national market (as are Chile, Colombia, Peru and Uruguay), and that Venezuela may postpone until January 1968 extending full most-favored-nation treatment to the other LAFTA members.

Bolivia new member

Approval was given to Bolivia's request to become a LAFTA member and to be treated as a relatively less developed country (as are Ecuador and Paraguay). The formalities required for Bolivia's becoming the eleventh member of the LAFTA are expected to be completed this year.

The Foreign Ministers approved, subject to further approval by national legislatures of member countries, a protocol constituting the Council of Ministers of Foreign Relations of the LAFTA, which is to function as the supreme organ of the Association. The Foreign Ministers gave similar approval to a protocol to facilitate the transit of persons among member countries.

The Foreign Ministers asked for additional staff work by the LAFTA Secretariat prior to further consideration of a protocol on settling LAFTA-related disputes among member countries. The Ministers asked staff development of a model scheme for automatic schedules for reducing and removing duties, charges, and restrictions on intra-LAFTA trade.

Further staff work also was requested on a number of other matters, including Mexico's proposal to extend trade preferences unilaterally to member countries of the Central American Common Market and to Panama.

Representatives of some LAFTA countries, especially Chile, expressed disappointment with the LAFTA in 1966, particularly the work of the year-end meetings. These countries sought to accelerate and facilitate reduction and removal of duties and other impediments to intra-LAFTA trade by scheduling the process to operate automatically.

The other countries held that the need for more adequate assessments precluded substituting a particular program of automatic reductions for the annual item-by-item adjustments in National Lists provided by the LAFTA Treaty.

Iraq resumes private import licensing for many items

The Iraqi Directorate General of Imports and Exports will resume the granting of import licenses for 1967 to established importers.

Importers must apply for licenses before Jan. 31 to import cotton, woolen, silk and nylon piece goods; cotton and silk ready-made clothing and cotton flannels; air conditioners and accessories; evaporative air coolers; water coolers; refrigerators and electric fans.

Applications must be submitted before Feb. 18 in order to import the following: drapery; upholstery; ready-made clothing other than cotton and silk; used clothing; sporting goods; brooms and brushes; cosmetics; tooth paste; musical instruments; works of art; jewelry; bicycles and baby carriages; electrical household appliances including radio and TV sets; heating stoves; water heaters; sewing machines; electric razors; batteries and chandeliers; glassware, chinaware, kitchen and table articles; wooden and plastic household utensils; clocks, watches and parts; fabrics coated with gum or amylaceous substances for covering books and the like; prepared painting canvas and all kinds of plastic sheets; fruit juices, mangoes, sauces, salt, baking powder and alcoholic beverages.

Applications for all other authorized imports will be accepted any time during the year.

Chicago shows may change due to exhibit hall fire

Firms planning to exhibit products at trade fairs scheduled for Chicago in the list of international fairs published in INTERNATIONAL COMMERCE, Dec. 26, 1966, are advised to check with exhibit organizers for possible changes in date or place as a result of the recent disastrous fire which destroyed McCormick Place, the exhibit hall in which many of these shows were to have been held.

Worldwide import rules outlined for U.S. traders

Prepared in the Office of International Regional Economics

Import license an exchange permit requirements as of January, 1967, of more than 120 foreign Governments are summarized below.

Countries are listed alphabetically under five regional groupings.

Many countries do not permit import of foreign goods without import licenses, which must be obtained by the buyer. Such licenses are imposed largely to control the flow of trade for balance-of-payments reasons.

Where an open general license system is in effect, it customarily means that no specific license is needed for individual imports.

Quotas may be used in conjunction with import licenses, restricting imports to a definite quantity of certain classes of goods for a specified period. Quotas usually are allocated to individual countries or groups of countries, or a global quota may be set up on a first-come, first-served basis.

Many countries require the importer to obtain an exchange permit for foreign currency to pay for the import. In some of these countries, foreign exchange controls take the place of import licenses. These controls may be imposed to conserve exchange for purchase of those imports considered essential, or to apportion available exchange among importers.

In these cases, the foreign Government assumes control over all foreign exchange arising from the countries' exports, with the power to release it to importers desiring foreign means of payment for imports.

In cases where both import licenses and exchange permits are called for, some countries provide for the automatic release of the necessary foreign exchange when granting the import license.

The import license must sometimes be granted before goods can be ordered, and the exchange permit, when required, must also be obtained before the importers can make payment. U.S. exporters are urged to make certain before shipping that the foreign importer has obtained the required license, and they should insist on being furnished the identifying number or symbol of the permit.

The regulations listed below apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars. They update a tabulation of world import and exchange permit requirements published in INTERNATIONAL COMMERCE, Aug. 29, 1966, pp. 2-8.

More detailed information on licensing and exchange control regulations of individual countries is published in the Overseas Business Reports series entitled **"Foreign Trade Regulations of (country),"** available for 15 cents each, from Commerce Department Field Offices and from Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

MAURITANIAN DEVELOPMENT PROJECTS create a need for a variety of machinery imports. The country employs a global quota system, wherein licenses are issued for specific commodities. (World Bank)

AFRICA

ALGERIA—Import license required for only certain products which are subject to import quotas. Licenses valid for 3 to 6 months and cannot be renewed or extended. Exchange permit not required.

BOTSWANA—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US$1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements" provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

BURUNDI—Import license required for all imports and is valid for 6 months. Granting of license assures release of foreign exchange.

CAMEROON and EQUATORIAL CUSTOMS UNION —Central African Republic, Chad, Congo (Brazzaville), Gabon—Import license required for non-franc zone countries, Exchange Office visa necessary on license, issuance of which assures release of foreign exchange. Licenses, valid for 6 months from date of issuance of ex-

change visa, renewable for two periods of 3 months each for non-capital goods and for three periods of 6 months each for capital goods.

CONGO (Kinshasa)—Import license required; usually issued on 4-month basis, with extensions permitted. Foreign exchange is controlled, but issuance of import license normally guarantees release of foreign exchange. In addition, it is possible for firms paying for goods with own foreign exchange to obtain licenses, provided goods are not for resale.

DAHOMEY—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

ETHIOPIA—Import license not required, but exchange license must be obtained from the National Bank of Ethiopia before payment can be authorized. Validity of exchange permit generally restricted to 90 days but may be extended.

FRENCH SOMALILAND—No import license necessary except for certain drugs. Exchange permit not required.

GAMBIA—Most goods imported under Open General License; a few excepted items require a specific license. Licenses usually valid for 1 year. Exchange authorization required, but license usually carries right to foreign exchange.

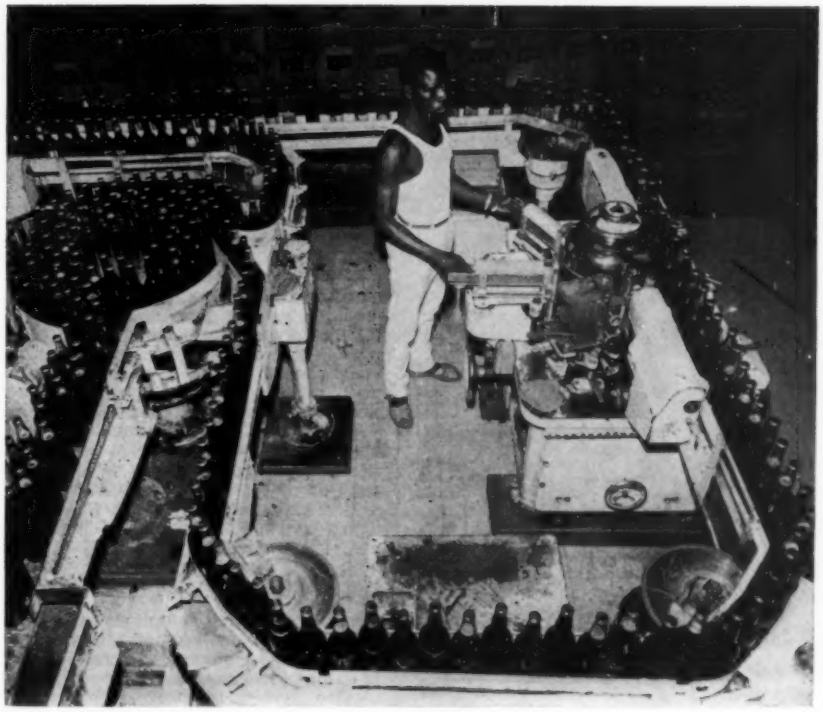
GHANA—Specific import licenses required for most goods except for a few miscellaneous commodities which may be imported under Open General License. Licenses, normally valid for 6 months or 1 year, carry right to foreign exchange.

GUINEA—Imports are strictly controlled and require licenses, with very few exceptions. Import licenses, assure release of foreign exchange, but imports from U.S. Generally not approved if same articles are available from countries which have trade agreements with Guinea.

IVORY COAST—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for certain nonquota items. Most imports from United States subject to global quota which is gradually being liberalized. Licenses issued for specific types of commodities and valid for 6 months; can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of certificate or license usually carries right to foreign exchange.

KENYA—Commodities imported under Open General License or a specific import license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of license usually guarantees release of foreign exchange.

LESOTHO—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US$1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.



THE IVORY COAST requires licenses for imports of consumer goods, and quotas aid local producers, such as this bottling plant. Licenses are valid for 6 months and can be renewed for up to a year.

LIBERIA—Import license necessary for only a few items. Exchange permit not required.

LIBYA—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for 6 months and may be extended for 3 months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange automatically allocated for licensed imports.

MALAGASY REPUBLIC—Import licenses, based on a global quota, required for goods from United States. Licenses are valid for 6 months and usually are issued in March and September. Two successive extensions of 3 months each may be granted. License assures release of necessary foreign exchange.

MALAWI—Import license required. Goods admitted with either an Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

MALI—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

MAURITANIA, NIGER, and SENEGAL—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

MAURITIUS—Imports subject to either Open General License or a specific license. Licenses usually valid for 1 year. Exchange authorization required but license usually carries right to foreign exchange.

MOROCCO—Import licenses are required for goods coming from non-franc area countries with few exceptions. Licensing preference given to those goods necessary for

NEW CARGO PIER in the Netherlands is part of shipping complex of that country. No import license is necessary for most products, and usually no separate exchange permit is required.

economic development and maintenance of normal economic activity. In most cases a 25% deposit, based on f.o.b. value of goods, must be made at time import license is requested. Licenses, valid for 6 months, usually carry right to foreign exchange. To conserve scarce foreign exchange, Morocco has a global quota system which applies to a list of specified commodities regardless of the country of origin.

NIGERIA—Most imports admitted under Open General License but some require a specific license. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange. Period of time for which each individual license is valid is stated thereon.

PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA—Imports from United States subject to licensing and prior registration with Foreign Commerce Board. Licenses normally granted only for items deemed essential and not available from Portugal or any of its overseas provinces. Licenses usually valid for 90 days and may be extended if application stating reasons for extension is filed before expiration date. Exchange permit required, but license normally assures release of necessary foreign exchange.

RWANDA—Import license necessary. Valid for 6 months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

SIERRE LEONE—Most items admitted under Open General License, but certain commodities subject to a specific license. Licenses usually valid for 1 year. Exchange permit required, but normally readily granted for legitimate trading transactions.

SOMALI REPUBLIC—Import license required. Goods admitted under Open General License or a specific license, usually valid for 4 months. Exchange authorization required, but import license normally carries right to foreign exchange.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territory of SWAZILAND—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

SOUTHERN RHODESIA—Import licenses required and are presently issued only for the most essential commodities due to limited foreign exchange. Issuance of license assures release of foreign exchange. List of items which may be imported will be readjusted effective March 31, 1966. (In view of the current situation in Southern Rhodesia, U.S. businessmen planning to do business with that country may wish to contact the Department of Commerce or their nearest Field Office for information concerning the most recent developments).

SUDAN—Goods considered essential for economic development or consumption and other miscellaneous items can be imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound=US $2.87) are not licensed, except with special permission. Licenses, valid for 3 months, may be extended if justifiable reasons are given at least 3 weeks before expiration date. Exchange authorization required, but license usually assures release of necessary foreign exchange.

TANZANIA—Most commodities imported under Open General License but some goods require a specific import license. Licenses normally valid for 6 months. Issuance of license usually assures release of necessary foreign exchange.

TOGO—Import license required. Valid for 6 months, but can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization necessary, but import license usually carries right to foreign exchange. Licensing procedures do not favor franc zone goods.

TUNISIA—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities, subject to quotas or a special import program, are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for 6 months. Exchange authorization required, but issuance of license usually assures release of necessary foreign exchange.

UGANDA—Some commodities imported under Open General License but most goods require a specific import license. Licenses valid for 6 months. Banks are authorized to make payment for imports in any currency on production of proof by importer in Uganda as to value of goods and that they have been or will be imported.

UPPER VOLTA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

ZAMBIA—Import license required. Goods are admitted with either Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

EUROPE

AUSTRIA—Majority of imports liberalized. Only small number of agricultural items require prior application for import licenses. Licenses normally valid for 6 months; may be extended for justifiable reasons. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for 4 months. No separate exchange permit required.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Practically all imports are made by government agencies according to plan and do not require an import license or an exchange permit.

DENMARK—Import license required only for limited list of nonliberalized products. License usually issued for 12-month period. No separate exchange permit required.

FINLAND—Import license required only for a limited list of nonliberalized products. License usually valid for 6 months. No separate exchange permit required.

FRANCE—No import license necessary, except for limited number of mainly agricultural products. Licenses generally valid for 6 months. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for 6 months. No separate exchange permit required.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with authorities. Bank of Greece approval required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on extensive free list. For all other items import license required; usually valid for 6 months. Exchange permit required, except for free list imports.

IRELAND—Import licenses required only for a few products. License normally valid for maximum of 6 months. Exchange permit not required, except for importations from United States exceeding £2,000 ($5,600) for each transaction.

ITALY—Import licenses required only for a limited number of items. Licenses generally valid for 6 months. No exchange permit required.

LUXEMBOURG—Import licenses required only for a small number of products. Licenses, usually granted freely, are valid for 4 months. No separate exchange permit required.

MALTA—Import licenses required for relatively few items. Licenses usually valid for 8 months.

NETHERLANDS—No import license necessary, except for a small number of products. Validity period of import licenses usually conforms to delivery terms of sales contract and may be extended. No separate exchange permit required.

NORWAY—Import license required only for a limited list of nonliberalized products. Validity period usually indicated on license. No separate exchange permit required.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses necessary but are granted automatically for most products. Valid for 6 months and can be extended for 6 months or even longer where justified. The import license also serves as an exchange permit.

ROMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license not necessary except for nonliberalized products. The import license also serves as an exchange permit. License generally valid for 3 months.

SWEDEN—Import license required only for automobiles and certain agricultural products. Licenses for automobiles are granted freely. No separate exchange permit required. Validity period usually indicated on license.

SWITZERLAND—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for 3 months.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, certain airplanes, and cigars. Licenses valid up to one year but usually issued for 6 months. Exchange permits, required only for import transactions value over £2,000 ($5,600), routinely issued.

YUGOSLAVIA—A fairly complicated system involving strict control over foreign exchange allocations and some licensing. However, new law introduced Jan. 1 has liberalized many imports.

FAR EAST, OCEANIA

AUSTRALIA—Import licenses not necessary except for 2 items: aluminum products and second hand or used excavating and construction machinery and equipment. Licenses valid for 1 year. Exchange permit not required.

CAMBODIA—SONEXIM, State trading agency, imports on basis of a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established by Government for each calendar year. Bank of Commerce releases foreign currency and maintains strict control over nonessential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, Government agencies must submit request for imports to SONEXIM.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods; relatively few items affected. Exchange permit not required for transactions financed at free market rate but required for a limited number of imports financed at official rate of exchange.

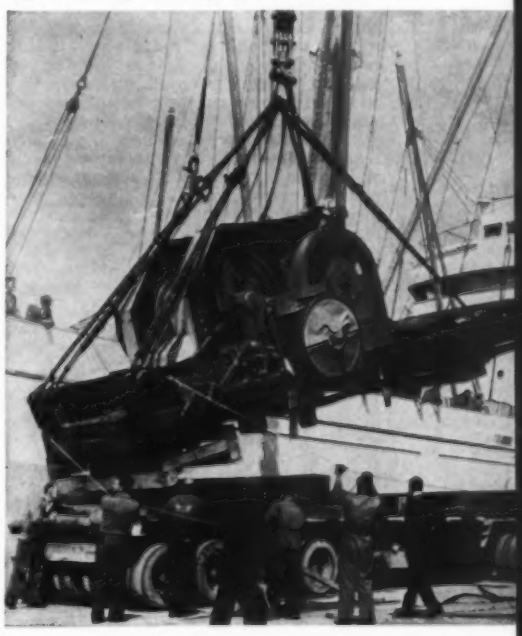
INDONESIA—Imports effected in three main ways: (1) with officially allocated foreign exchange—combined export/exchange license required; (2) with bonus certificates obtained from exports which may be sold and used only for financing more essential imports—bonuses amount to 50%, 75%, and 90% of f.o.b. value of exports, depending on export category; and (3) with DPA, or "complimentary" foreign exchange. Latter derives from exchange received from exports in excess of the Government's export check price; may be purchased through the banking system, and used to import less essential commodities.

JAPAN—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for 6 months, carries right to foreign exchange. Importers also required to make advance deposit for some categories of products.

KOREA, REPUBLIC OF—Import licenses necessary for limited number of restricted items and those not specifically designated. A number of items are prohibited importation. A large groups of items, importable on an "automatic approval" basis, do not require specific licenses. Importers, after receiving licenses, may purchase, on open market, foreign exchange certificates issued by foreign exchange banks which entitle holder to purchase foreign exchange. Exchange certificates required for all foreign exchange expenditures except invisible transactions of less than $50. Certificates are issued against almost all Korean exchange earnings from private sources and Supporting Assistance (SA) funds from Agency for International Development. Certificates are not issued, however, against surrender of exchange receipts by UN/US Forces, foreign tourists, or under Public Law 480 arrangements. Import licenses valid for 6 months except from Japan in which case validity period is 4 months.

LAOS—Two types of import financing 1) Imports financed by foreign aid from Australia, the United Kingdom, and the

LARGEST CRAWLER CRANE in New Zealand is shown as it arrived at New Plymouth. Many items not made in the country are now exempt from import licensing. Exchange permit not required.



INDIAN STUDENTS learn advanced data processing on U.S.-built computers. Import licenses are not required for Government imports. Exchange permits are issued automatically for authorized imports.

U.S.; and 2) all other imports for which the importer supplies own foreign exchange. Import license and exchange permit required for first category; import license guarantees exchange permit. No import license or exchange permit required for second category.

MALAYSIA—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industry. Exchange permits not required. Quotas on some agricultural products.

NEW ZEALAND—Import licenses generally required. However, Government has taken major steps toward liberalization of imports. Over 90 items, including raw materials, equipment, and finished goods not made in New Zealand have been exempted from import licensing. Approximately one-third, by value, of country's imports now exempted from licensing. Exchange permit not required. Import licenses usually issued on a licensing year basis and unless cancelled, are available for importation of the specified goods at any time during year. Licenses cease to be valid after end of year, but can be extended. Extensions granted only for special reasons such as shipping strikes or other emergencies.

SINGAPORE—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industries. Exchange permits not required. Quotas exist on a variety of items.

PHILIPPINES—Generally, no import license is needed except for those items whose importation is regulated or prohibited to protect domestic industry, assure national safety and public morals. No exchange licenses required although most imports must be covered by letters of credit accompanied by advance or time deposit of up to 100% of value of the import. Deposit retained by the bank for at least 120 days.

TAIWAN—Import license necessary. Exchange permit required but generally automatic with issuance of import license. Import permits, valid for 6 months for U.S. goods, may be renewed for 6 months if necessary. Import permits for goods from Japan and Hong Kong valid for 3 months. A deposit of 100% of the value of the import is required in case of foreign exchange settlements by importers using the Government's foreign exchange to import goods on the "permissible" list.

THAILAND—Import licenses required for about 35 items; others may be freely imported without license. Validity periods for licenses based on 3 geographic designations, with 6-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia.

VIET-NAM, Republic of—Import license necessary. Open general licensing. Exchange permit required but import license carries right to foreign exchange. Import license valid for 2 months from date it is visaed by National Exchange Office for imports from Asian sources and for 3 months for imports from American, European, African, and Australian sources. Two sources of import financing: AID and Government of Viet-Nam.

NEAR EAST—SOUTH ASIA

ADEN—Neither import nor exchange permit required.

ABU DHABI—Neither import license nor exchange permit required except for alcoholic beverages, which require a license.

AFGHANISTAN—Import license not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. Imports are divided into three groups: 27 prohibited items; 62 items for which the banks may open letters of credit at the bank exchange rate; and all other items, for which exchange must be obtained at higher rates in the free exchange market.

BAHRAIN—Neither import license nor exchange permit required except for alcoholic beverages which requires an import license from the customs authorities.

BURMA—Foreign trade is nationalized. All importing is by Government agencies, mostly through open tenders, although some purchases are by direct negotiation. Foreign exchange allocations not announced publicly. Foreign exchange drawn automatically for authorized imports.

CEYLON—Import license required for all commercial imports other than those by Government departments. Imports subject to quota allocation, and some reserved to public sector. Granting of foreign exchange is not automatic and requires separate and specific approval. Licenses usually valid for 6 months, but may be extended according to merits of individual case.

CYPRUS—Import license required for any imports not included under Open General License. Exchange permit granted automatically for authorized imports.

DUBAI—Neither import license nor exchange permit required except for alcoholic beverages, which require an import license from the customs authorities.

INDIA—Import license required for all goods except Government imports. Licenses usually valid for 1 year, with a condition that remittance for goods generally will not exceed 50% of value of the license during first 6 months of validity period. Capital goods licenses may be valid up to 2 years. Exchange permit issued automatically for authorized imports.

IRAN—Import licenses not required. Some commodities—including medicines, pesticides, tobacco, explosives and firearms—however, require prior Government approval. Additionally, many commodities are "unauthorized" for import. All imports require placement of a 1.5% deposit with the Central Bank; this deposit is not refundable until the goods have cleared customs. All but essential imports must be financed through letters of credit approved by the Central Bank. Approval is contingent upon placement of advance deposits of 15, 40, or 100% (graduated on the basis of essentiality) of the shipment. Commercial imports are restricted to holders of a "trade card" issued by the Tehran Chamber of Commerce.

IRAQ—Import license, issued by the Central Government, and exchange permit, obtained through the Central Bank or nationalized commercial banks, are required for all commercial imports. The importation of jute, sugar, tea, motor vehicles, and

pharmaceuticals are a government monopoly. Tires, tubes, batteries, automotive spare parts and certain medical goods have been partially demonopolized, i.e. private importers may now compete with state trading companies for the importation of these goods. Validity period of licenses varies from 6 to 12 months, according to the commodity involved.

ISRAEL—About half of imported items do not require licenses. An exchange permit is granted automatically for authorized imports. Licenses are normally valid for 9-12 months.

JORDAN—Import license and exchange permit required for all commercial imports. Licenses normally valid for 6 months but may be extended.

KUWAIT—Commercial imports restricted to holders of Open General License—that is, Kuwait nationals and firms only. Specific licenses required for firearms, munitions, pork, poisons, and alcoholic beverages. No exchange permit required.

LEBANON—Import license not required except for certain commodities likely to compete with local products. No exchange permit required for any imports.

MUSCAT and OMAN—Neither import license nor exchange permit required.

NEPAL—Import license required for all except Government imports. Exchange permit issued automatically for authorized imports.

PAKISTAN—Import licenses required for all except Government imports, certain Free List items, and goods imported under export bonus plan. Licenses for most goods are valid for one year, with the condition that only 45% of the value of the license may be utilized within the first 6 months. Exchange permits are issued automatically for authorized imports.

QATAR—Neither import license nor exchange permit required except for alcoholic beverages, which require an import license.

SAUDI ARABIA—Neither import license nor exchange permit required.

SYRIA—Import license and exchange permit are required for most commercial imports. A number of imports are prohibited, or restricted. Additionally, some 54 commodities including tires, tubes, tractors, motor vehicles, tobacco and pharmaceuticals are reserved to State's import company, SIMEX. Private sector import licenses for most commodities contingent upon prepayment of advance deposits of 15, 40, or 70%, graduated on basis of essentiality. Licenses valid for 6 months and under certain conditions may be extended for an additional 3 months. Foreign exchange may be withheld, or allocated on basis of essentiality, as Syria's foreign exchange position requires.

TRUCIAL STATES—Neither import license nor exchange permit required.

TURKEY—Import licenses are required for all imports. For imports of goods on the Free List, a cash guarantee deposit of from 50 to 70% of the amount of the foreign exchange applied for is required depending upon the priority of the item to be imported. For imports on the Quota List, the advance deposit is 30% for importers and 10% for industrialists. When applying for AID financing, the full amount of the Turkish lire equivalent of the required foreign exchange must be deposited. Licenses are normally valid for 6 months but may be extended.

UNITED ARAB REPUBLIC—Import license issued by the Import Control Office of the Ministry of Economy and approved by the Plan Committee required for all commercials shipments. All importing limited to government ministries, certain public organizations and companies attached thereto, and eleven Government controlled import companies. The authorization to import issued by the competent ministry suffices as authorization for the bank handling the transaction to draw the exchange from the Central Bank.

YEMEN—Neither import license nor exchange permit required.

WESTERN HEMISPHERE

ARGENTINA—Import license and exchange permit not required; but imports of luxury goods, including assembled vehicles, prohibited. Importation of most other goods, excepting raw materials and capital goods, requires 40% prior deposit for 180 days. Payment for capital goods imports must conform to installment financing schedule established by Central Bank.

BARBADOS—Import licenses are required only for plastic containers, flour paste products, fats and oils, feeds and meals, eggs, poultry, fish, sugar, all vegetables, all milk other than fresh, and certain pharmaceuticals. Licenses are valid for six months. Foreign exchange generally available.

BOLIVIA—Import permits required for number of food products (valid for 180 days), chemical products, machinery, and other miscellaneous products. Readily granted for U.S. goods. No exchange controls.

BRAZIL—Import license not required except for luxury goods or other commodities considered nonessential to the economy and items imported without exchange cover. License valid for period stipulated therein, usually 180 days. A certificate of exchange cover required for most commercial imports. Exchange permit not required for essential goods. Foreign exchange for imports purchased in free market at rate fixed from time to time by Bank of Brazil. Certificates obtained at auction give right to purchase exchange for nonessentials and right to an import license. A revised tariff has been announced for Mar. 1, 1967.

BRITISH COLONIES, n.e.s.—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Leeward Islands, Windward Islands, British Honduras, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items such as gold bullion, fireworks and explosives, arms and ammunition, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange generally available.

CANADA—Import license necessary only for butter; butterfat; cheddar cheese; colby cheese; coffee; dry casein and caseinates; dried skim milk; wheat oats, and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses valid for 1 to 6 months depending on the product. No exchange permit required.

GOODS ARE UNLOADED at Santos, Brazil. An exchange permit is not required for essential items.

CHILE—Import registration receipt required, and goods not appearing on list of permitted imports are prohibited. A number of such prohibited goods are allowed entry into free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Most goods subject to prior deposit at time of registration in local currency which is often equal to the amount of surcharge, returnable after 90 days on most goods. Exchange for imports available at official bankers' rate. Futures available for all goods. Exchange cover not legally available for at least 70 days after date of bill of lading. Exchange permit not required.

COLOMBIA—Prior import registration and license required for all imports. Imports of certain locally produced and luxury goods prohibited. Prior import deposit prerequisite to registration. Deposits being reduced from base of 1 to 120% f.o.b. value. Currently 40% of base amounts will be reduced by 5% of the base amounts February 1, 1967 and every three months thereafter. Exchange provided when authorized through exchange certificates sold by Bank of Republic according to priorities established by decree. Prior exchange deposit required 20 days prior to date of purchase, in amount of 95% of peso value of exchange.

COSTA RICA—The Central Bank will temporarily sell exchange at the official exchange rate for imports on an eligible list, primarily petroleum, machinery and foods; all other transactions are made in

the free exchange market. A general system of import licensing does not exist in Costa Rica, but prior registration is necessary for the importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) is necessary for the importation of foodstuffs, live animals, plants, seeds. The transitory multiple exchange rate will be in effect until all imports are classified into four lists with varying exchange surcharges, based on the degree of essentiality.

DOMINICAN REPUBLIC—A general system of import licensing does not exist. Exchange controls are imposed by the Central Bank on all imports. Luxury type goods are granted exchange only when financed by letters of credit. A prior deposit of 80% on luxury items and 40% on other type goods is required on all but a few imports. Some products are subject to special licensing requirements.

ECUADOR—Import license required for virtually all imports. Importation of some luxury items prohibited. Licenses valid for 120 days for imports from Western Hemisphere, longer in special cases. Approved license carries right to foreign exchange. Prior deposit of 50, 70 or 140% of the c.i.f. value collected according to essentiality; 50% group (List I imports) reduced to 25% when imports are financed externally for 180 days to one year, reduced to zero when financed externally for over one year. Another prior deposit is collected in prepayment of import duties, 10% for List I imports, 45% for all others.

EL SALVADOR—Prior approval of Exchange Control Department of Central Bank necessary before placing orders abroad for any kind of goods. These import licenses, for exchange control purposes, granted freely. Exchange for importation of raw materials or goods for use in agriculture, livestock, or industrial production (including construction) will be authorized within 360 days from date of shipment; for other merchandise, 120 days nonextendable).

GUATEMALA—Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required but granted freely.

GUYANA—Open General License sufficient for most goods except meats, dairy products, oils and fats, toys and some grains, fruits, vegetables, chemicals and manufactured goods, which require specific licenses. Licenses are valid for seven months. Foreign exchange generally available.

HAITI—Import licenses required for shoe polish, rice, and cotton cloth and its manufactures. Government tobacco monopoly also controls imports of tobacco, matches, soap, detergents, edible oils, cements, sugar, and some other products. Exchange permits not required.

HONDURAS—Import licenses are not required, but import permits are necessary for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required.

JAMAICA—Import license required on growing list of items including clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, furniture and materials, preserves, and light metal and textile manufactures. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority.

MEXICO—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required.

NETHERLANDS ANTILLES—Import licenses valid for 6 months required for all goods except a fairly extensive list of commodities for common consumption. No exchange permit required for commodity imports.

NICARAGUA—Imports subject to prior registration, valid for 1 year.

PANAMA—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. No exchange controls.

PARAGUAY—Import license not required. In addition to basic duties and additional tax for most items, all imports subject to exchange surcharge of 32% of c.i.f. value with the exception of petroleum imports (10%) and wheat and imports included in the LAFTA National Lists (free). Many imports are subject to prior deposit of 100% of f.o.b. value in local currency, returnable after 120 days. Exchange permit not required.

PERU—No exchange restrictions affecting imports, and import licenses not required.

SURINAM—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items.

TRINIDAD and TOBAGO—Import license not required except on some items in commodity groups such as cereals, feeds, citrus and perserved fruits, animal and vegetable fats and oils, crude and partly refined petroleum, soaps and cleansers, coloring materials, paper products, textile fabrics, metal containers, furniture and clothing. Foreign exchange almost always obtainable, but application must be made to Ministry of Finance for all commercial shipments.

URUGUAY—Import license required, but importers need not present it to the Consulate except for shipments of automobiles, refrigerators, radios, and domestic electrical appliances when they are consigned to an individual person. Most imports subject to surcharges of from 30% to 300% of c.i.f. value, in addition to basic duties and miscellaneous smaller taxes. All goods subject to surcharge of 150% or more must pay prior deposit of 200% of c.i.f. value, returnable after 9 or 12 months, depending on product. Exchange permit not required.

VENEZUELA—Most merchandise may be imported free of licensing restrictions. Licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. Single exchange rate of 4.5 bolivares to $1 applicable to all imports, except powdered skimmed milk and unmilled wheat, which enjoy effective rate of 3.35 bolivares to $1. Exchange permits not required.

BOLIVIAN ROAD-BUILDERS at work in the Andes. Bolivia requires import permits for several food products, chemical products, machinery and other items. They are readily granted to U.S. goods.

U.S. paper finishing machinery to be shown during spring Stockholm Trade Center exhibit

Success of 1966 pulp and paper equipment show leads to latest promotion to introduce advanced products in Scandinavia

The U.S. paper equipment manufacturing industry, which scored a recent sales success by exhibiting at the U.S. Trade Center in Stockholm, will have another good chance to boost its share of the large Scandinavian market through a Trade Center show of paper finishing and conversion machines and equipment, March 30-April 7.

Scandinavia's economically important paper industry is modernizing, and the latest in labor-saving equipment to cut costs and increase productivity is in strong demand.

Trade Center officials will put exhibitors in direct contact with businessmen from Norway, Sweden, Denmark and Finland who have a specific interest in their products. A sales promotion campaign is now in progress to tell this special audience about the U.S. goods that will be on display. An agency-finding service for firms new to the market or new to exporting will be in operation during the show.

The Trade Center show also is expected to attract a large number of members of the Swedish Paper and Cellulose Engineers Association who will be meeting in Stockholm during the first week of April.

Products in demand

A survey of the Scandinavian market pinpoints good sales opportunities for the following U.S. products:

Coating and laminating machines, automatic stacking and gluing equipment, die cutters, measuring equipment, folder gluers and equipment for bundling and handling corrugated board.

Also, edge position control equipment, static eliminators, equipment for handling plastic film, heat sealers, flexographic printers, and equipment for conversion and packaging of toilet tissue are in strong demand.

The market survey also shows that machines and parts for treating paper and board imported into Sweden alone in 1965 were valued at about $2.5 million, and that machinery for making bags, sacks, boxes and envelopes amounted to $1.2 million, other machinery for paper conversion totaled $2.9 million, and parts for these two categories amounted to $481,000. The U.S. share of Sweden's total imports of these types of machinery was about 15 percent.

The highly successful pulp and paper equipment show held Sept. 14-21 at the Stockholm Trade Center attracted almost 1,000 visitors. The 30 U.S. exhibitors estimated they would do about $6 million worth of business in Scandinavia in the coming year as a result of the show.

Only one manufacturer was actively seeking a Scandinavian agent, but by the show's close, several firms had signed a total of 11 representatives, and 11 additional agreements were under negotiation. Off-the-floor sales amounted to $14,000.

U.S. firms interested in taking part in the Stockholm show in the spring may obtain additional information from the Bureau of International Commerce (code 928), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-3966), or from any of the Department's 42 Field Offices.

Italian supermarket exhibit to show products, techniques

U.S. firms in the field of supermarket equipment have been invited to take part in the third International Supermarkets Exhibition, set for April 1-5 in Parma, Italy. Supermarketing techniques, products, and equipment will be displayed.

Special emphasis will be placed on technology for large-scale merchandising, supermarket food products, and machinery such as refrigeration, freezing, conservation, and packaging and labeling machines.

Write: Italian Embassy, Washington, D.C.

Munich handicrafts fair offers excellent sales opportunities

Over 350,000 visitors expected to attend machinery, tool exhibits

Over 4 million men and women work in small business firms in Germany and they sell goods and services worth $30 billion per year.

In 1965 German small enterprises invested $1.5 billion in modernizing and improving their workshops and equipment. Competition and technological development force the independent master-craftsman in Germany to streamline his work with the best tools and machinery that he can obtain and he welcomes offers from anyone whose products can help him to do his work faster and better.

One of the most important places German craftsmen visit each year to find out what is new in their field is the International Handicrafts and Trade Fair which will be held in Munich March 9-19. About 350,000 visitors saw the fair in 1966, among whom were 88,000 small businessmen, who came there with the definite intention of buying tools and machinery.

They inspected the products of over 3,000 exhibitors of which over 1,000 were showing machinery for wood- and metal-working, workshop equipment, automobile equipment, machinery for textiles and leather, for bakers, butchers, dry-cleaners, laundries and agricultural machinery repair work.

Over 200 exhibitors showed building equipment, heating installations and plastic materials and 70 exhibitors showed office equipment for small-business firms.

Last year visitors came from 48 counties, and 1,550 of the exhibitors came from 44 foreign countries.

These foreign exhibitors come to Munich to do business. Some of them offer the products of crafts and small business firms in their home countries, but others come to sell tools, equipment and machinery to the German craftsmen and small businessmen from other countries who visit the Munich Fair each year.

Particulars of the International Handicrafts and Trade Fair may be obtained from the German American Chamber of Commerce, 66 Fifth Avenue, New York, N.Y. 10019, Telephone Area Code 212, JUdson 2-7788.

Boom in Japanese motor vehicle ownership creates need for auto servicing facilities

May exhibition at Tokyo Trade Center will show latest U.S. equipment, machinery for car clinics, dealers, garages, and local gasoline stations

Japan's automotive service industry is modernizing to keep pace with a spectacular rise in vehicle registration and U.S. firms can capitalize on the expansion by taking part in a Department of Commerce show of automotive service equipment at the U.S. Trade Center in Tokyo, May 22-27.

Motor vehicle registrations in Japan, which numbered some 5.9 million in 1964, are expected to climb to about 13.4 million by 1969, according to a Japanese market survey conducted by the Bureau of International Commerce.

Sales targets for the Tokyo show are the operators of more than 40,000 automotive service facilities in Japan—auto dealers, garages and gasoline stations. U.S. automotive service equipment is known in Japan for its durability, precision performance, safety and economy of operation, and especially for technical innovation.

The Trade Center show is expected to attract buyers from all parts of Japan. A vigorous market development program now is in progress to tell this special audience about the U.S. products that will be on display. An agency-finding service for exporters new to the Japanese market and new to export also is in operation.

The Japanese market survey shows that car clinics are becoming popular with car owners and suitable equipment is eagerly sought to save time on inspections. U.S. automotive service equipment of advanced design is in strong demand, particularly testers, aligners, analyzers, indicators and specialized hand tools.

Sales opportunities

The survey pinpoints the following specific opportunities for the sale of U.S. automotive products:

Optical universal aligners, wheel balancers and aligners, chassis and engine dynamometers, tuneup testers, garage jacks, engine scopes and analyzers, side-slip testers and motor analyzers. Also, high-speed brake testers, wheel alignment testers, compact compressors, car-washing equipment, hydraulic and truck presses, LPG steam cleaners, harmful gas analyzers and car-inspection equipment.

In addition, there is a demand for such advanced U.S. hand tools as magnetized or spring-type screw starters; special ring pliers; adjustable, torque, ratchet and socket wrenches; and rivet guns.

U.S. firms interested in taking part in the Trade Center show may obtain more information from the Bureau of International Commerce (code 926), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-4512), or from any of the Department's 42 Field Offices.

In a continuing and successful effort to expand in world markets, U.S. makers of automotive service, repair and maintenance equipment have joined forces with the Department of Commerce at an even dozen international trade exhibits in the last four years.

The industry's established world traders and export newcomers alike have utilized Commerce export promotion services to show, sell and find new agents for their products through trade fairs in Caracas, Venezuela; Helsinki, Finland; Lima, Peru; and Tel Aviv, Israel, and through exhibitions at the U.S. Trade Centers in Bangkok, Frankfurt, London, Milan, Tokyo and Stockholm.

Caracas exhibit

In Caracas last November, 44 U.S. makers of automotive maintenance equipment reported $141,442 in off-the-floor business and estimated an additional $1.6 million in business within a year as a result of the exhibition. Although most already were represented in Venezuela, the exhibitors signed eight new agency agreements during the show and were negotiating another 17 at the show's end.

An exhibition at the Tel Aviv International Trade Fair last June displayed the products of 30 U.S. makers of automotive service equipment. They reported $295,450 in immediate sales and estimated the show would bring another $774,500 in business by June 1967.

In a six-day show at the Stockholm Trade Center last April, 38 U.S. manufacturers of automotive maintenance, repair and safety equipment made off-the-floor sales of $104,375; estimated they would do an additional $1.7 million worth of business within a year of the exhibition, and signed up 25 agents to represent them in the market.

France plans farm machinery show for March in Versailles

The international fair of rural equipment will be held this year from March 7-12 at Versailles, France, as part of the 38th International Agricultural Machinery Show. A Grand Prix will be awarded at the show for the second time, to honor the achievements of French or foreign manufacturers who have contributed most to the advancement of agricultural modernization.

The organizing committee has invited participation in the fair by all countries, both for exhibits at the show, and for visiting. The products on display will be grouped into 22 specialized categories, ranging from tractors and harvest equipment to horticulture equipment and scientific books.

Over 600,000 professional people from nations around the world are expected to attend, with over 2,000 products represented.

Write: International Agricultural Machinery Show, 95, rue St.-Lazare, Paris, 9, France.

Thessaloniki Fair will hold building, construction show

The management of the International Fair of Thessaloniki, Greece, has announced the initiation of an International Building and Construction Exhibition, to be held every other year in Thessaloniki. The first such show will be held this year from March 30-April 7.

Materials and products used in building and construction will be featured in displays, and technical conferences relating to the building and construction trades will be held throughout the showing. U.S. firms are invited to exhibit.

Write: Pavlos A. Zannas, Manager, International Fair of Thessaloniki, Thessaloniki, Greece.

Valencia Samples Fair marks fiftieth anniversary in May

U.S. firms have been particularly invited to participate in the 50th anniversary exhibition of the International Samples Fair of Valencia, Spain. The fair will be held from May 1-15.

The Valencia Fair is a general trade fair, and as such is open for the display of numerous lines of products. For further information on participation agreements and exhibit planning, **write:** Jose Fernandez Trelles, Commercial Attache, Embassy of Spain, 2558 Massachusetts Ave., NW, Washington, D.C.

Worldwide Business Outlook pages 15-18

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: One hundred and ten new supermarkets opened in **France** during 1966, bringing the total to 673. Sales during last year totaled $930 million, an increase of 25% over 1965. Supermarkets accounted for 4.2% of total food retail sales compared with 3.5% in 1965. . . . **Malawi's** first *national* population census (1966), taken with U.S. Census Bureau assistance, numbered 4,042,412. This increase from the 1945 census result of 2,049,914 people indicates a 3.3% annual growth rate. Actual annual growth, however, is assumed to be as high as 3.5%, allowing for a doubling of population in the next 20 years. Other results show this population not only to be overwhelmingly Malawian in composition, with a very small foreign element (7,046 Europeans, 10,880 Asians), but also to be concentrated in villages (92%). . . . Foreign investments authorized by the Government of **Spain** during the first half of 1966 to concerns contributing more than 50% of the total capital amounted to $55.1 million. . . . Also in **Spain**, Standard Oil Company of New Jersey's subsidiary, Esso Iberica, has reportedly begun construction on a $30 million plant in Zaragoza which will produce man-made textile fibres.

Panama outlook bright

Business community confident that 1966's records will be topped

By FRANK MAU

Commercial Attache, U.S. Embassy, Panama City

Canal treaty negotiations and possible Panamanian entry into the Central American Common Market dominated the attention of political and business leaders in Panama at the beginning of 1967. While the results of current negotiations in both areas will substantially affect the future of business and industry, no clear cut indication of their outcome is yet available.

Meanwhile, Panama looks forward to 1967 with optimism, confident that trade and industry will break the many new records established during 1966.

Preliminary statistics for the first six months of 1966 indicate that Panamanian imports over the period (excluding shipments to the Colon Free Zone) had an f.o.b. value of $102 million, 18% over the comparable period in 1965.

Local importers are hopeful that the percentage increase during the first six months of 1967 will be even greater. Increased public expenditures, financed in part by international lending agencies, and the high level of business and industrial activity evident at the beginning of the new year places their aspirations within the realm of possibility.

Opportunities for additional sales of goods and services by U.S. suppliers to Panama appear bright, but competition from foreign suppliers will be keen and a sustained effort will be needed to reverse the downward trend in the U.S. percentage share of Panama's import market (41.4% in 1965) noted in recent years.

Business conditions and domestic trade during 1966 were excellent. Almost all lines sold well. Barring unforeseen circumstances, this trend should continue through 1967, with increased demand for consumer goods, farm equipment, fertilizers, construction hardware and some types of heavy equipment.

Importation of cotton textiles and articles of cotton manufacture can be expected to decline during 1967, due to the construction of a new cotton textile mill which is to begin operations in mid-year. Reportedly, it will produce about one-third of Panama's cotton textile needs.

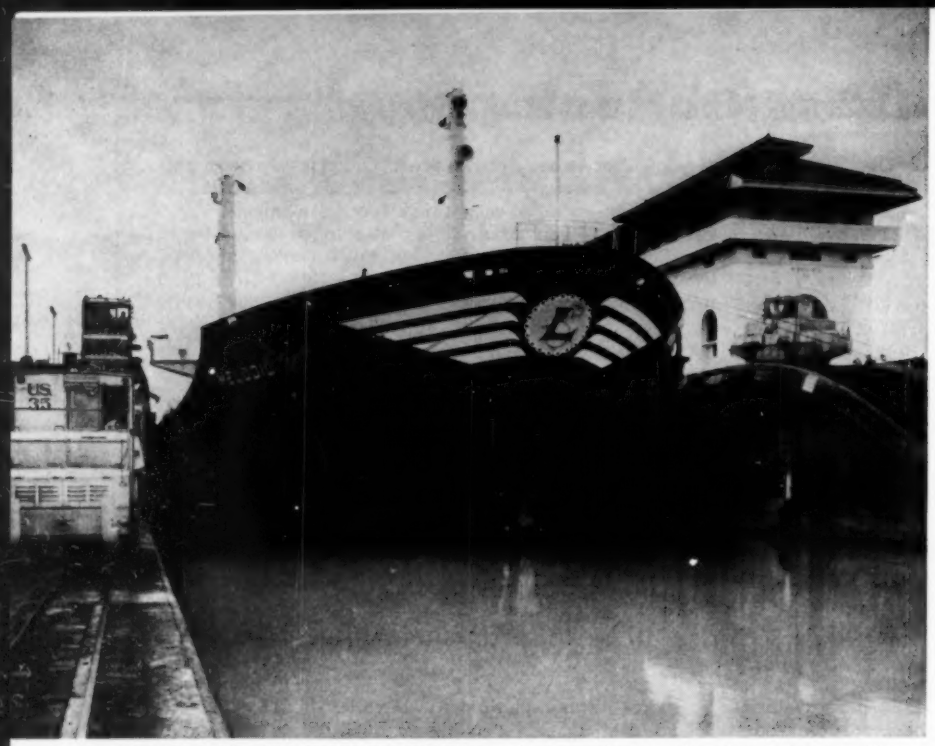
New import quotas on yeast, metal office furniture, certain soups, paper cups, women's lingerie, shirts, and electrical conduits also will reduce U.S. imports.

The Government will probably continue to grant quota protection to aid small new industries despite the protests of local merchants. However, increased duties appear unlikely at this time.

Collections remained normal throughout most of 1966. Local banks appear to have adequate funds to finance short-term commercial transactions during 1967, but medium-term mortgage money is tight. Panamanian merchants continue to enjoy an excellent reputation for meeting their foreign commitments, but are protesting about a profit squeeze.

One device being used by small re-

COTTON TEXTILE IMPORTS are expected to drop during 1967, when a new textile plant opens in mid-year. Imports should total about 6,000 bales of cotton. Below is the La Victoria clothing factory.



NEGOTIATIONS ON THE CANAL'S FUTURE are dominating business discussions in Panama. Here, a record cargo of 55,027 long tons of coal transits the Canal, bound from Hampton Roads to Japan.

tailers to cut operating costs is the formation of cooperatives to make wholesale purchases directly from the United States or Europe, particularly of refrigerators and other household appliances.

Despite the current high tempo of construction activity, most observers report little evidence to suggest over-building of either apartment or commercial buildings. Building permits issued for the Panama City area during the first eleven months of 1966 were valued at $22.6 million, more than 50% above the comparable period in 1965.

While a shortage of mortgage money could create problems for the industry, local builders appear confident that the 1966 boom will continue well into 1967. Tourism is expected to reach an all-time high during the year.

Important factor

Because of Panama's small population (1.3 million), government purchases of capital goods and services represent an important factor in the country's foreign trade.

Proposed capital expenditure authority for 1967 totals nearly $50 million, up from about $30 million in 1966. Over one-half must be borrowed from international lending agencies. Included are proposed and approved requests to the U.S. Agency for International Development for loans in the amount of $20 million for streets, roads and community development, including sewerage and water projects.

Panama hopes to obtain $6.4 million from the International Bank for Reconstruction and Development (World Bank) for highway renewal and has obtained $3.5 million from the Inter American Development Bank for farm to market roads.

The Ministry of Labor, Social Welfare and Public Health plans to remodel one hospital and to construct and equip three others during the year. The Social Security Administration plans to build one small hospital and to solicit bids for the construction and equipping of a $5 million medical center in Panama City. Self-help school and housing projects will be continued throughout the year.

Additional public sector purchases under consideration include equipment for airport improvement and expansion, with particular attention to renovation of terminal buildings, and laboratory and related equipment for the National University.

Most studies related to the engineering and economic feasibility of the above projects already have been contracted. However, almost all projects represent substantial non-recurring sales opportunities for U.S. suppliers. Requirements include pipe and pumping equipment for water and sewerage, hospital and related equipment, and construction and highway maintenance equipment. In most instances actual construction will be accomplished by local firms.

Engineering and economic feasibility studies which may be contracted during the year include projects related to airport improvement, port development, city master-planning, development of iron-bearing beach sands, an inventory of potential areas for petroleum exploration, development of tourist centers and one proposed small hydroelectric project in western Panama.

Coordinating office

The Office of Planning and Administration in the Ministry of the Presidency is responsible for coordinating government expenditures and approving new projects. Detailed information concerning major government expenditures, where opportunities exist for the sale of U.S. equipment and services, are reported through the usual channels of the Agency for International Development, the Small Business Administration and/or in INTERNATIONAL COMMERCE.

A number of new industries, both small and large, will create additional opportunities for the sale of U.S. products during 1967. Plants to be completed during the year include a flour mill, jointly owned by General Mills and local interests, a cotton textile plant, and a plant for the production of iron and steel products.

The management of all have requested quotations from U.S. firms for the supply of necessary raw materials, including wheat, iron ingots approximately 100,000 tons per year) and raw cotton (approximately 6,000 bales per year). Details are available from the Bureau of International Commerce, Department of Commerce, or from the U.S. Embassy in Panama.

A new cement producing company hopes to offer cement for sale in the Caribbean area and the United States.

Other plants which have already begun production, or will begin shortly, will provide for the manufacture of clothing, shoes, concrete posts, cosmetics, soups, yeast, paper products, vinegar, metal cylinders, soft drinks, beer, crackers, jams, fishmeal and corrugated boxes. Increased local demand for materials-handling equipment for certain chemicals and for wood pulp is expected during 1967.

Agriculture, one of Panama's mainstays, is on the move. Because of efforts to become self-sufficient in basic food requirements, U.S. agricultural imports will tend to decrease. However, imports of wheat and soybean oil may be expected to increase during 1967. Continued gov-

ernment efforts to stimulate corn and bean production will mean lower U.S. sales of these commodities. Panama probably will be faced with another substantial rice surplus.

Periodic spot shortages of potatoes, onions and other produce will provide sales opportunities for alert U.S. supplies. Expanded need is seen for farm implements, fertilizers, seeds, breeding stock (cattle) and veterinary pharmaceuticals for the control of internal and external parasites. Funds for additional purchases of these products are available through government agricultural credit programs as well as from private sources.

Increased quantities of fishmeal, fish-oil, beef, sugar, rice, coffee and juice concentrates should be available for export during the year.

Possibilities for new investment, joint-ventures and related opportunities may be at an all time high in Panama. Panama's Industrial Development and Productivity Center has prepared and catalogued information concerning investment opportunities for almost 50 new industries, ranging from fish processing and canning to glass manufacture and the development of a paper and pulp industry.

Reliable local private interests offer opportunities for the development and exploitation of forest, mining and cattle properties. The latter may be of particular interest to U.S. growers since Panama offers extensive and inexpensive acreage which is ideal for cattle raising.

Of particular interest to U.S. cattlemen should be joint ventures to produce breeding cattle for sale to those Latin American countries which have sanitary regulations restricting imports from the western part of the United States.

Local concerns with excellent reputations are interested in finding American companies with technical expertise and some capital to participate in joint ventures for the establishment of a tannery and a small steel mill.

Record occupancy rates in local hotels during the past year indicate a need for new hotels and related facilities.

U.S. firms selling to Central and South America should not overlook the advantages of locating in the Colon Free Zone. Free Zone trade probably will exceed $250 million during 1967, with increased use by our foreign competitiors.

European and Far Eastern countries were among the principal new users during 1966, with Poland, South Korea, and the Republic of China all establishing quasi-governmental sales agencies. Detailed information concerning the facility can be obtained from either the Colon or New York City offices of the Colon Free Zone Administration.

Hong Kong paper wants feature stories on U.S. products

Morning Post looks for articles of 2,000 words, plus photographs

The *South China Morning Post,* Hong Kong's largest and most influential English-language newspaper, is looking for articles by U.S. firms and associations for publication in its trade and industry supplements and reviews.

These special supplements are published monthly and examine developments in a given industry, with special focus on those which may be significant for Hong Kong businessmen. Material submitted by U.S. firms which is selected for publication would be included free of charge.

American manufacturers and suppliers may want to use this opportunity to provide information about their machinery, equipment, or other products to prospective buyers in the growing Hong Kong market.

Once primarily a stepping stone to trade with mainland China, Hong Kong is increasingly becoming a significant market in its own right. Its continued status as a free port has led to a very rapid growth of light industry, with manufactured products ranging from plastic flowers to specialized electronic components. Building construction has soared, and while construction of high-rent apartment buildings has fallen off, construction of industrial buildings continues to increase.

Consumer demand up

Consumer demand has also risen significantly as personal incomes continue to climb, and there is a marked preference for goods that are "Made in U.S.A."

Hong Kong's total imports in 1966 amounted to roughly $1.8 billion and are expected to climb to $2 billion in 1967. Imports from the United States for the past several years have remained at 10-12% of total imports, reaching around $190 million in 1966 and will probably push over the $200 million mark in value this year.

The editors of the *South China Morning Post* are looking for articles of about 2,000 words, plus photographs. Subjects which will be dealt with during 1967 and which may be of interest to U.S. firms include: plastics, tourism, engineering equipment, interior decorations and furnishings, food and beverages, office equipment, and building materials.

For more information on specific due dates for each of these supplements, **write:** Far Eastern Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Canada's capacity in sulfur production to double by 1969

Will become prominent producer due to tight supply, rising prices

Canada's strong position in world sulfur markets is strengthening at a pronounced rate. It is expected that between now and 1969 Canada will add about 4400 long tons per day to its sulfur producing capacity. This large increase in production capacity will be realized from the construction of new sulfur recovery facilities and the expansion of existing plants.

Sulfur producers in Alberta expect free world sulfur capacity to increase by about 2.7 million long tons by 1969, with Canada contributing about 1.6 million to this increase. Canada's sulfur sales in 1965 amounted to 1.8 million long tons, compared with world production of about 22.6 million long tons.

Two developments are contributing to Canada's favorable position in the world sulfur market: the first is an increasing demand for natural gas; and the other is constantly improving world sulfur prices, due to tight supply.

About 95% of Canada's sulfur is produced from sour gas wells flowing from the foothills of Alberta. Revenue from sulfur sales in Alberta in 1966 is expected to amount to $70 million, including exports.

Even though Canada's sulfur producers have to cope with high freight rates to the west coast, this problem has been off-set by the increase in world prices.

The production in recovered sulfur from sour natural gas is entirely dependent on increasing demand for natural gas. As long as there are increasing world demands for sulfur and natural gas, Canada will continue to step up her production of these items.

Argentina renegotiates oil pacts; seeks increased private activity

Petroleum output has stagnated since 1963 contract annulments; new agreements said to call for expanded operations by U.S. firms

By FRANKLIN J. VARGO
American Republics Division, BIC

The oil contracts with Pan American Oil (Standard of Indiana subsidiary) and Cities Service that were annulled by Argentina in 1963 have been renegotiated by the Ongania Administration.

Under the settlement the two companies will receive $56 million from the Argentine Government for past oil deliveries to the state oil entity, Yacimientos Petroliferos Fiscales (YPF), and will receive additional drilling rights. It was indicated that the companies will expand their operations in Argentina.

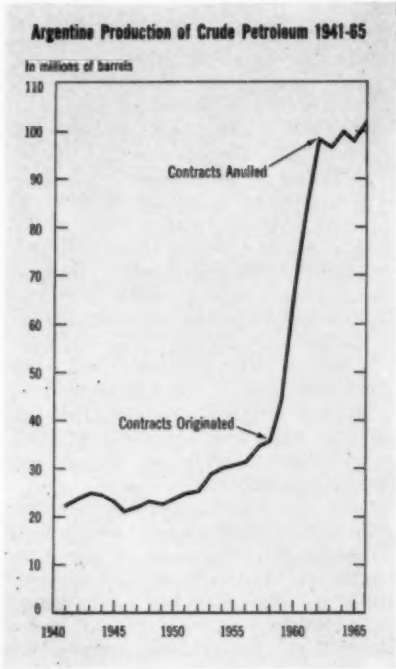
The Argentine Government also announced that it intends to pass new laws to encourage other foreign oil companies to undertake Argentine operations.

Pan American and Cities Service originally began Argentine operations in 1958, when foreign oil companies were first permitted to enter the country. Their contracts, along with those of other private oil companies, were unilaterally annulled by the Illia Government in 1963. The annulment resulted in the stagnation of petroleum production, growing oil imports, and a decline in foreign business confidence in Argentina.

Demand for petroleum and petroleum products is rising rapidly in Argentina, and the 130 million-barrel consumption in 1965 was 55% higher than the amount consumed ten years prior.

Although petroleum production began in 1907, the country relied primarily on imports for years. The petroleum industry became dynamic only in 1958, when the first contracts were signed with foreign private oil companies (see graph). Four years after the signing of the first contracts domestic oil production had increased 175% and Argentina had become self-sufficient in oil. With the annulling of the contracts all growth ceased and production stagnated. Production of crude in 1965 amounted to 98.3 million barrels, unchanged from the 1962 level.

There was no concurrent stagnation of demand, however, and Argentina again had to dip into its foreign exchange reserves to meet its petroleum needs. Imports of petroleum and petroleum products in 1965 amounted to $103 million, almost double the 1962 figure.



A further pinch on foreign exchange resulted from the decline in foreign business confidence in Argentina that followed the annulments. New U.S. private direct investments in Argentina, which amounted to $96 million in 1962, fell to $20 million in 1963 and have not risen since.

The Ongania Administration, which has stressed the importance of free enterprise in Argentina, decided to reverse matters and seek the continued and expanded operation of foreign oil companies in Argentina.

All petroleum reserves in Argentina are the property of the Government, and the petroleum industry is under the control of the Government both through its overall regulation of the industry and through its predominant role in the actual production, refining, and marketing of petroleum by YPF.

Private firms refine and market their production in accordance with agreements established by the Government, and they bid for service and drilling contracts with the YPF.

Argentine petroleum reserves were estimated at 2.2 billion barrels in 1964, and proven natural gas reserves were estimated at 791 billion cubic feet.

Chad's new plan accents agriculture, related industries

Transport and communications also receive heavy emphasis

By BONNIE McGOUGH
Africa Division, BIC

Chad recently announced a new Five Year Development Program which should interest U.S. exporters and potential investors.

The Plan calls for a total capital investment of approximately $190 million over the next five years in this sparsely populated country of about 3.4 million. Chad is one of the five nations forming the Central African Customs and Economic Union (UDEAC).

About 95% of the economy of Chad is agricultural, with cotton alone accounting for 75% of the country's export trade. The Plan recognizes the primary importance of the agricultural sector of the economy by channeling over one-fourth the value of projected investments into this vital area.

The industrialization program envisioned is modest, accounting for about 14% of total investment and centering principally in the food processing industries. Many of the industrial production projects will depend on anticipated increases in agricultural and animal output.

The plan also attaches considerable weight to the importance of strengthened transport and communication systems. Projects in this area will receive about 32% of total investments, with priorities attached to the extension into Chad of the Trans-Cameroonian Railroad from the adjoining state of Cameroon and to construction of all-weather roads.

In addition, telecommunications and air transportation improvements are projected. Most of the balance of priorities goes to social, principally educational and vocational training.

Over half of the plan will rely on foreign assistance for financing.

Pakistan to use U.S. tubewell technique to provide irrigation

Will purchase $14.1 million in U.S. equipment, services

A large-scale project in West Pakistan to provide irrigation and drainage of some 561,000 acres of the Chaj Doab area in the Punjab province, northwest of Lahore, will be helped by a U.S. loan of $14.1 million.

The loan funds will finance dollar costs of engineering, construction and installation of 900 tubewells, powered with electric motors, for irrigation and drainage, transmission and distributon facilities to bring power to the tubewells and surface drainage works.

The tubewell technique, used widely in the western part of the United States, lowers water tables by pumping while also increasing supplies of water for irrigation.

In a pilot project in another part of the Punjab area, the use of tubewells has significantly lowered water tables, doubled irrigation water, increased culturable land by about 35% and raised production in some areas as much as 300%.

Development study

The Agency for International Development's loan also will provide funds for studies to lead to a development plan for 600,000 acres in a saline ground water zone which is not part of the current Chaj Doab project.

Total cost of the project is estimated at the equivalent of $38.7 million of which the Government of Pakistan will provide the local currency costs, about $24.6 million in rupees.

The AID loan will be drawn from funds appropriated by Congress for fiscal year 1964, when the loan was originally authorized. The loan and project have since been revised on the basis of additional studies made by the Harza Engineering Co., consultants for the West Pakistan Water & Power Development Authority. The loan is repayable in dollars by the Government of Pakistan over a period of 40 years, including a 10-year grace period.

Loan helps Japanese airline to buy five U.S. jet planes

The Export-Import Bank of Washington will help finance the sale of two Boeing 727 and three Douglas DC 8 jet aircraft, with spare engines, spare parts, and related equipment and services, through a $22,512,958 loan to Japan Air Lines, Ltd. (JAL).

The five planes will help JAL to meet growing demand on its expanding international passenger and cargo service. Additional U.S. jet aircraft will be purchased by JAL over the next seven years.

JAL's contracts with the U.S. aircraft companies in the present purchase call for a 20% cash payment ($6,253,599). The Boeing Co. and the Douglas Aircraft Co. will each participate in the financing to the extent of 10% of their respective contract prices, which total some $31.3 million.

The new loan brings to 43 the number of American jet aircraft sold to Japan with Eximbank assistance. Total U.S. aircraft exports assisted by the Washington agency now exceed $655 million.

U.S. to supplement Food for Peace supplies to Pakistan

The U.S. Department of Agriculture has announced a further amendment to the May 26, 1966, Public Law 480 agreement between the United States and Pakistan.

The amendment provides for sale by U.S. traders of an additional $16.35 million worth (about 9.2 million bushels) of wheat or wheat flour, $13.58 million worth (about 9.8 million bushels) of corn and/or grain sorghum, and $5.77 million worth (about 66 million pounds) of inedible tallow.

Payment for the commodities will be made in Pakistani rupees. Of the proceeds received in payment, 75% will be available to finance economic development projects in Pakistan, 20% are to be set aside for U.S. uses.

A portion of the proceeds will be used for loans to U.S. and Pakistani private business firms. These private enterprise loans are to be made by the Agency for International Development.

All-risk guaranty protects U.S. firm's investment in India

$23 million will be spent for procurement in U.S.

The Agency for International Development has extended risk guaranties for a U.S. firm's investment in a new $70 million fertilizer plant, which is to be one of the largest in India.

Amoco India, Inc., a subsidiary of Standard Oil of Indiana, is making a $9 million equity investment in Madras Fertilizers, Ltd. The Madras plant—the first fertilizer plant in which the Indian Government and a foreign private firm are partners—is expected to meet about 9% of India's estimated fertilizer requirements by 1971.

The plant will have an annual capacity equivalent to 200,000 metric tons of nitrogen and 85,000 tons of phosphate. Under the Amoco agreement with the Government of India, the plant will have the right during the first seven years of operation to distribute its products through its own marketing organization and without price controls.

An amount equivalent to at least $23 million will be spent for procurement in the United States. In addition, U.S. exports of such raw materials as phosphoric acid may be increased by the plant's needs.

The extended risk and specific risk guaranties further AID policy of encouraging private U.S. investment to assist private enterprise development in India. These guaranties protect against loss as a result of inconvertibility, expropriation and war, revolution and insurrection. Chemical Bank New York Trust Co. is one of the guaranteed lenders and is acting on behalf of the other guaranteed institutions which will make the loan.

Certificates of origin available

Certificates of origin for the importation of processed human hair products from Austria are now available from the Office of Foreign Assets Control, U.S. Treasury Department, Washington, D.C. 20220.

ECSC announces import quotas on special iron and steel products

The High Authority of the European Coal and Steel Community (ECSC) has announced import tariff quotas for certain steel products for the calendar year 1967 and for some iron and steel products for the first six months of 1967.

The following list states the number of the tariff position in the Community's Common External Tariff (CXT), a description of the product, the ECSC member state to which the quota applies, the quantity of the quota expressed in metric tons, the in-quota duty rate, and in parenthesis the ex-quota duty rate.

Quotas for the calendar year 1967:

ex 73.08 A—Coils for rerolling into sheets, more than 600mm but less than 1.50 m wide, Germany (F.R.) 307,000 T, 5%; 73.08 B—Coils for rerolling into sheets, 1.50 m or more in width, Germany (F.R.) 307,000 T, 5% (8%)

ex 73.10 A 1—Wire rods for making electrodes, containing, by weight, less than 0.035% of either sulfur or phosphorus but less than 0.05% of the two elements combined, Germany (F.R.) 12,000 T, 6% (8%);

ex 73.13 B IV e 2—Sheets of ordinary steel, clad with nickel, monel, or with "colclad" stainless steel, Netherlands, 140 T., 6% (10%);

ex 73.15 A IV b—Fine carbon steel bars, Germany (F.R.), 716 T., 6% (10%);

ex 73.15 A V—Hoop and strip of fine carbon steel low in phosphorus and sulfur, Germany (F.R.), 3,400 6% (10%);

73.15 B I b 2—Blooms, billets, slabs, and sheet bars of alloy steel, Germany 4,200, 4% (6%);

73.15 B III b—Universal plates of alloy steel, Germany 306, 6% (8%);

ex 73.15 B—Ball-bearing steel, Germany, 7,000, 6% (8 to 10%);

ex 73.15 B IV b—Wire rods and bars of stainless steel, Germany, 1,500 and Netherlands 300, 6% (8%);

ex 73.15 B IV b—Wire rods and bars of high-speed steel, Germany 800 and Netherlands 75, 6% (8%);

ex 73.15 B IV b—Alloy-steel hollow bars coated inside with stainless steel, France 700, 6% (8%);

ex 73.15 B IV b—Bars of alloy tool steel, except high-speed steel, containing by weight—Either: a minimum of 0.60% carbon—less than 0.04% of sulfur or phosphorus, each element being considered separately—less than 0.07% sulfur and phosphorus combined—a maximum of 2% manganese—a maximum of 1% silicon—less than 12% chromium—a maximum of 10% tungsten—a maximum of 1% vanadium—a maximum of 5% nickel—a maximum of 1% molybdenum—a maximum of 2% cobalt—Or: a maximum of 13% chromium but more than 1% carbon, Netherlands, 100, 6% (8%);

ex 73.15 B V a—Hot rolled hoop and strip of low-alloy steel presenting the following analysis: Carbon 0.14%-0.19%, Silicon 0.15%-0.35%, Manganese 1.0%-1.3%, Sulfur 0.035% maximum, Chromium 0.80%-1.1%, Germany 360, 6% (8%);

ex 73.15 VI b 1—Sheets of high-speed high-alloy steel (simple, not rolled), Germany 180, 6% (8%);

ex 73.13 A I and ex 73.15 B VI a 1—Sheets known as "electrical sheets" showing a wattage loss, whatever their thickness, of 0.40 watt or less per kilogram (grain-oriented sheets of quality M 4), Italy 1,000, 6% (12%);

73.13 A I and 73.15 B VI a 1—Sheets known as "electrical sheets" showing a wattage loss, whatever their thickness, of 0.75 watt or less per kilogram (grain-oriented sheets), Germany 2,400 and Netherlands 2,000, 6% (12%);

Quotas for Jan.-June:

73.01 D I—Pig iron containing from 0.30% to 1% titanium and from 0.50% to 1% vanadium, all Member States, 1% (Germany 5%) (Benelux 5%) France 5%) (Italy 5%);

ex 73.15 A IV b—Special wire rods for the tire industry (fine carbon steel wire rods, simply hot rolled, having a diameter of from 4.5 to 6 mm and a carbon content of from 0.62% to 0.74%), Germany 200, Belgium 4,000, France 3,000, Italy 1,700, 0% (10%);

ex 73.15 A IV b—Special wire rods for the tire industry (fine carbon steel wire rods, simply hot rolled, having a diameter of from 4.5 to 6 mm and a carbon content of from 0.62% to 0.85%), Belgium, 700, 0% (10%);

ex 73.15 A IV b—Special wire rods for making springs and so-called "piano strings," having the following characteristics: Fine carbon steel—Simply hot rolled—Diameter from 4.5 to 13 mm—Containing: 0.60% to 1.05% carbon—0.05% or less sulfur and phosphorus combined—0.10% to 0.25% silicon—0.1% or less of all other components combined, except manganese, Germany 5,300, Belgium 500, France 1,200, 0% (10%);

ex 73.08 A—Iron or steel coils for rerolling, plated on both sides with alloy steel (not predominant by weight, the latter containing, by weight, less than 0.6% carbon and more than 10% chromium, aside from other alloying elements (stainless steel), annealed and pickled, having a width of from 900 mm excl. to 1,300 mm incl. and a thickness of up to 6 mm, Belgium 600, 0% (5%);

ex 73.16 A II b—Used rails for rerolling, France 16,000, 0% (10%);

ex 73.16 A II b—Used rails, all, 6%, Germany (10%), Belgium (5%), France (10%), Italy (10%).

Brazil lifts exchange limits on more imports

The Brazilian Government has transferred 246 additional items from the Special Import Category to the General Category and thereby exempted them from exchange restrictions applying to items on the Special Category List.

The list includes a number of items in the following categories: live animals and birds; foodstuffs such as fresh, frozen and preserved meat, fish, vegetables, fruits and nuts, edible fats and oils; cleaning waxes; candles; textile fibers and yarns of silk, wool, cotton; platinum; and fishing and hunting equipment.

It is possible that all tariff items will be transferred from the Special Category List to the General Category List before March 1.

Korea exempts duties on certain imports

Two Korean Presidential Decrees have been issued which affect import duties.

Decree 2805 stipulates that if applications for importations are filed before April 30 the following products may be imported duty free: coke; furnace burners and oil heating and cooking stoves; and oil transport tank trucks.

Decree 2781 provides that duty will be exempted on raw cotton imported for the manufacture of No. 23 yarn. In order to take advantage of the exemption, however, importing firms must notify the Ministry of Commerce and Industry (MCI) before Dec. 31 of their intention to import the raw cotton for this purpose.

Importations are subject to MCI recommendations.

Israel frees more imports

The Government of Israel has added 50 items to the list of goods for which import licenses will be issued without restriction. 40 of these are automotive spare parts. Others are life belts and jackets, wool tops, loud speakers and parts, dry cleaning machines and parts, milk substitutes, polyethylene tubes, bicycle tires, plastic buttons, plastic zippers, and metal zippers.

For information on specific items **write:** Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Venezuelan ventures proposed for resort and private airport

Promoter seeks U.S. partners to participate on joint basis

A Caracas construction and engineering firm, specializing in designs for real estate developments and public works projects, is promoting the construction of tourist facilities and an airport for light private airplanes. U.S. private participation in both projects is sought on a joint venture basis.

Plans for tourist facilities call for construction of a hotel and tourist center on Crasqui, an island located about 80 miles from the coast north of Caracas, which is now inhabited by only a few fishermen. The project also includes the building of a landing strip for light aircraft, a marina, a golf course, several bungalows and other facilities.

The Caracas firm says it has a permit from the tourist department of the Ministry of Development stipulating that these facilities be operated according to internationally accepted hotel standards.

Estimated investment for planned facilities is around $1.2 million and the Venezuelan promoter seeks financial participation and/or a management contract with a U.S. firm experienced in this industry.

Needs U.S. expertise

The airport project involves an estimated total investment of $450,000. In this case, the promoting Caracas firm asks financial participation and practical technical assistance by a U.S. firm experienced in airport construction and operation, preferably one already operating private airports.

Reportedly, the existing private airport, within the municipal area of Caracas and capable of handling 250 light aircraft, is to be closed soon, so that another airport around three hours drive from Caracas is required.

The Caracas firm says it has purchased land adjacent to a recently completed speedway about 30 minutes drive from Caracas on which it plans to construct two landing strips, hardstands, hangars, a control tower and maintenance facilities, having obtained a permit for the installation from the Venezuelan Ministry of Communications.

Firms interested in following up this opportunity and wishing to obtain more details should **write:** Mill Asociados S.R.L., "ARTA", Oficina 15, Avenida Francisco de Miranda, Chacaito, Caracas, Venezuela. WTD.

Pakistani firm seeks machinery for ball bearing plant venture

A newly organized Pakistani firm, planning to establish a plant near Karachi for the production of 60 different types of ball bearings, is interested in obtaining quotations from U.S. manufacturers of ball bearing production machinery and related equipment. U.S. suppliers should be able to furnish necessary technical assistance for the installation of the plant and the training of Pakistani personnel.

Total cost of the project is estimated at $1.6 million and financial participation would be welcomed by the Karachi firm.

Current plans call for the production of approximately 80,000 units a month for use by manufacturers of motor vehicles, electric fans and motors and power driven pumps. According to the Karachi company, there are no manufacturers of ball bearings in Pakistan and requirements are met by imports, primarily from Sweden, Germany and Japan.

Reportedly, such facilities as water, electricity and transportation are available at the proposed site.

U.S. firms interested in quoting on plant machinery and equipment and those wishing additional information about the project should **write** or cable immediately: Aizad Industries Ltd., Palace Cinema Bldg., Civil Lines, Karachi 4, Pakistan. WTD.

SPECIAL INDUSTRY MACHINERY

A Dutch manufacturer of industrial machinery seeks a license to produce metalworking, industrial packaging, materials handling, plastic manufacturing and other specialized industrial machinery.

The Dutch firm distributes its products to numerous European countries and areas in Africa and Asia.

Write: Gebr. Krekelberg N.V., 19-21 Prof. Schreinemakerstraat, or P. O. Box 114, Roermond, The Netherlands. WTD.

Japanese firm seeks furniture licenses

Wants to make U.S. designed metal and plastic models

One of Japan's largest manufacturers of steel office furniture, also a producer of office machines, office stationery and air-conditioning equipment, is interested in negotiating licensing agreements to make U.S. designed metal and plastic furniture for indoor and outdoor use. This would include desks, tables, chairs and occasional furniture.

The firm is also interested in importing or licensing other related items it might distribute through its steel furniture distribution facilities. In addition, it offers assembling services for U.S. furniture imported into Japan in unassembled condition.

Payment for licenses is open to negotiation, although the Japanese firm has indicated it is willing to pay either a fixed fee, a percentage of profits or a combination of the two.

The Japanese company reportedly produces around $3.5 million worth of metal desks, chairs, filing cabinets, storage cabinets and card cabinets a year. While it is hesitant to attempt a precise estimate of market potential in dollar values at this time, it is confident that modern U.S. furniture designs would be very popular in Japan. Competition from imports of U.S. metal and plastic furniture is considered minimal by the company because of high transportation costs.

Write: Kurogane Kosakusho, Ltd. (Kabushiki Kaisha Kurogane Kosakusho), 18 Hamasaki-cho, Kita-ku, Osaka, Japan. WTD.

CARGO CONTAINERS

A license to manufacture cargo containers in its Cornwall shipyard is sought by a British engineering firm.

The company claims its shipyard has broad experience in the construction of all types of ships and would be ideally suited for cargo container production.

In addition to its engineering and ship building activities, the British concern has subsidiaries engaged in scientific research and commercial fishing.

Write: W. Wykeham & Co., Ltd., Old Queen Street House, Storey's Gate, Westminster, London, S.W. 1. WTD.

Jidda supermarket venture proposed

Experienced U.S. participant offered managerial control

An unusual opportunity to establish a large modern supermarket in Jidda in conjunction with three highly regarded Saudi Arabian firms is available to an experienced U.S. supermarket operator.

The Saudi companies are prepared to invest up to $1.1 million in the project as the major share of capital. They seek some form of joint venture arrangement with a U.S. firm experienced in the operation and management of supermarkets which would provide managerial services and equipment or limited capital in exchange for equity in the proposed enterprise. The Saudi group would maintain a majority interest in the project but would give managerial control to the U.S. participant.

Area developing rapidly

Plans call for including the supermarket as part of an extensive modern shopping center to be located on the Medina Road on the outskirts of Jidda, which is developing rapidly as an upper-class residential area. The American Embassy is located in this section and a palace for the King of Saudi Arabia is now being built. Other new buildings planned for this area are a new British Embassy and housing projects for a number of western firms operating in Jidda.

The Saudi group plans to establish an efficiently managed, large volume, low mark-up supermarket as one of the principal retail outlets in the shopping center. This would be contrary to traditional local market practices of excessive mark-ups and low volume. Supplies would be purchased from local wholesalers of foreign grocery products, since the Saudi group has no interest in becoming a wholesaler or distributor. The new supermarket is expected to attract other businesses and customers to the shopping center.

Saudi to visit U.S.

A representative of the three Saudi Arabian firms involved in the project plans to visit the United States soon to discuss any interesting proposals made by U.S. firms in response to this announcement.

To obtain further details about this exceptional opportunity interested U.S. supermarket operators should **write** immediately or call: Bureau of International Commerce, Office of International Investment, 878, Area Code 202, WO 7-4065, Department of Commerce, Washington, D.C. 20230.

Swiss printing company seeks packaging license

A large Swiss printing company seeks a license to manufacture newly developed cardboard and paperboard packages in its modern plants in Switzerland and France.

The Swiss firm, established in 1708, engages in a wide range of printing activities, including the publication of a newspaper, an almanac in its 250th year, brochures and magazines. Its major field of operations is in the creation and production of fine lithographic and offset packages, labels, illustrations and posters. The company maintains its own linotype, typographic, setting, offset, binding and packaging departments.

Annual sales of about $3.2 million are reported by the Swiss firm, which has approximately 600 skilled and unskilled employees.

The company is also interested in collaborating with a U.S. printing company or publisher seeking to extend activities to Europe.

Write: Societe Anonyme de l'Imprimerie et Lithographic Klausfelder, 20 avenue de Corsier, 1800 Vevey, Switzerland. WTD.

U.S. investors offered two Argentine plants

The Argentine National Directorate of State Enterprises is accepting bids on two government-owned plants it intends to turn over to private enterprise. A fruit packing plant located near Bahia Blanca is reportedly equipped with 30 cooling rooms and can store 400,000 standard boxes of fruit. The second facility is a distillery designed to produce alcohol from cereals; it is a complex of three plants which are located next to each other.

Bids for the two facilities will be opened on March 15 at 10 a.m. at Direccion Nacional de Industrias del Estado, Julio A. Roca 651, ler. piso, Buenos Aires, Argentina.

Fuller descriptions of the two offerings can be obtained by writing: Reference K55, K56, Office of the Economic Counselors, Embassy of the Argentine Republic, 1600 New Hampshire Ave., NW., Washington, D.C., 20009.

Footwear industry in Pakistan seen as good investment

Opportunities for U.S. firms contemplating investment in Pakistan are seen in the country's leather footwear industry. The Industrial Investment Schedule for Pakistan's Third Five-Year Plan (1965-1970) includes substantial monetary provisions both for setting up new leather footwear manufacturing plants and for modernizing existing units.

Footwear is a fast selling product in Pakistan so that sales prospects for output from the proposed plants look bright for both the domestic and foreign markets. Reportedly, raw materials and know-how are available in Pakistan.

Potential U.S. investors wishing to obtain further details should **write:** Department of Investment Promotion & Supplies, Government of Pakistan, Karachi, Pakistan.

PIPE LINE FITTING

A British manufacturer of hydraulic filters, flanges and components seeks a license to make such pipe line parts as meters, valves and accumulators.

The English firm's production equipment includes drilling, milling and turning machinery. It has approximately 14 employees.

The concern says it already has one licensing agreement with a U.S. firm.

Write: G. G. Ellison Ltd., Albert Rd., Morley, Leeds, Yorkshire, England. WTD.

CELLULOSE

Established in 1951, this French manufacturer of bleached paper pulp seeks a license to produce alphacellulose with a large alpha content and materials utilizing such by-products as sawdust and bark.

The French company reports annual sales of nearly $20 million and employs over 600. It produces 120,000 tons of pulp per year.

Write: Societe Industrielle de Cellulose d'Alizay S.A., "SICA", 27-Alizay, France. WTD.

MACHINE TOOLS

A British firm of toolmakers and general engineers seeks a license to produce machine tools or special purpose machinery compatible with its present production facilities. These products would include vertical and horizontal boring machines, lathes, grinders, planers, capstans and welding equipment.

Write: Treth Engineering Co. Ltd., 40-42 Franchise St., Perry Barr, Birmingham 22b, Warwickshire, England. WTD.

Swedish printing firm wants packaging license

A Swedish printing firm specializing in the production of margarine and butter wrappings seeks to expand and broaden its product line through a licensing arrangement with a U.S. firm.

The company is interested in manufacturing all types of food packaging including packages for ice cream, chocolate and frozen food products.

The firm, a subsidiary of a large Swedish forest owner's association, is located in Malmo. The company reportedly plans to build a new printing facility and triple the output of its packaging materials.

Production equipment includes two six-color flexographic presses and one four-color rotogravure printing machines; purchase of a six-color rotogravure machine in the near future is planned. The firm has approximately 30 employees.

To obtain additional information about this opportunity interested U.S. firms should contact Skogsagarnas Industri AB Defo, Humlegatan 1, Malmo C, Sweden. WTD.

Ethiopian meat packer wants U.S. partner

An Asmara meat packer seeks to expand capacity of its plant through a joint venture with a U.S. firm.

The Ethiopian company currently products frozen meat, meat meal, tallow and hides, canned meat for the Ethiopian army and kosher canned meat for export to Israel. It operates three slaughter houses, plus cold storage facilities, and a refrigerated transport system. The firm has approximately 450 employees.

Write: "INCODE" Industry & Commerce Development (59) Sh. Co., 13-16 Webi Shebeli St., P.O. Box 284, Asmara, Ethiopia. WTD.

Australian firm seeks wide range of licenses

A South Australian firm specializing in the design, manufacture and installation of air conditioning units, oil burning equipment and dust exhaust systems seeks licenses to make aluminum air strip matting, food processing machinery, welding equipment, elevators, structural aluminum, high tension transformers and switchgear, general instrumentation, variable speed drives and automobile air-conditioners.

Established in 1882, the Australian firm currently occupies a well equipped 33,000 square foot plant. It plans to double the size of the manufacturing facility in the near future. The firm employs approximately 120 skilled personnel and between 150 and 200 production workers.

The firm says it has sufficient financial resources to undertake an expansion program.

Write: Alfred Martin (Industries) Pty. Ltd., 20-30 Raglan Ave., Edwardstown, South Australia. WTD.

FABRICATED METAL PRODUCTS

A British firm, specializing in the manufacture of stainless steel flanges, pipe fittings and valves seeks a license or similar arrangement to make any product utilizing its present machine shop facilities.

The company claims it has been manufacturing stainless steel flanges from blank forgings for the past eight years. It uses milling and dusting machinery and equipment including 24" O.D. lathes, two Minganti checking automators and two programmed automators.

Annual sales are $1.5 million and the concern has approximately 24 employees. The firm is a subsidiary of a British hydraulic filter manufacturer.

Write: Parkgate Machining Co. Ltd., Albert Rd., Morley, Leeds, Yorkshire, England. WTD.

DRILLING TOOLS

A well-established manufacturer of tungsten carbide tipped tools and tips is interested in manufacturing in the United Kingdom throwaway tip tools under license from a U.S. company.

Sales and distribution facilities of the British company cover the whole of the United Kingdom and there are at present a number of representatives calling on industrial users in the engineering and mining industries. The company is recognized as one of the largest suppliers of throwaway tip tools to the coal industry.

For additional details **write:** Tungsten Carbide Developments Ltd., Birley Works, Woodhouse, Sheffield, Yorkshire, England. WTD.

CELLULOSE PRODUCTS

A French manufacturer of cellulose tissue and wadding and such derived products as napkins, diapers and towels seeks a license to make additional products in this field.

Established in 1941, the firm has about 200 employees and claims annual sales of $1.5 million. Its plant is equipped with 3 Fourdrinier machines.

Write: Papeterie de l'Eure, 6 Square de l'Opera Louis Jouvet, Paris, 9e, France. WTD.

License for rubber products sought by Venezuelan firm

Established in 1964, this Caracas manufacturer of rubber work boots seeks a license to produce rubber floor, bathroom and automobile mats, industrial gloves, hot water bottles and other rubber molded products.

The Venezuelan company would consider arrangements calling for the outright manufacture of U.S. brand name products under a royalty agreement or the utilization of molds on a rental or royalty basis.

The Caracas firm has two twin "Mita 16—Guix" 50 x 90 cm. steam vulcanization molders and approximately 15 employees.

Wrte: Industrias del Caucho y Derivados C.A., Calle 600 Quinta Crespo, Caracas, Venezuela. WTD.

Thai firm proposes ventures for rice mills, harvesters

Thailand's largest private rice producer seeks U.S. private collaboration in joint ventures for rice mills, harvesters and silos.

The Thai firm owns undeveloped areas within and immediately outside Bangkok which it is willing to develop into industrial or commercial property or lease outright.

Firms contemplating investment in Thailand and interested in obtaining further details should **write:** E. B. del Rosario, American Advisor and Representative, Rice Milling Industry Co., Ltd., 75/2 Soi Sukantharama, Rama V Rd., opposite Dusit Police Station, Bangkok, Thailand.

FABRICATED METAL PRODUCTS

A French manufacturer of steel and aluminum scaffolds, earth-boring and drilling equipment, files and rasps and agricultural implements seeks licensing arrangements with U.S. companies.

The firm is primarily interested in making drilling equipment, hand tools and farm machinery. It currently produces some types of drilling equipment under licensing agreements with foreign firms.

The French concern reportedly operates a modern well-equipped plant and has about 455 employees. It engages in mechanical construction and repair work, involving metal stamping, cutting, forging and milling.

Write: Usine Metallurgique de Domine, Domine par Naintre (86)m Vienne, France. WTD.

World Trade Opportunities

Dutch Trade Association seeks vehicle equipment

R.A.I. (Netherlands Association for Bicycle and Automotive Industries) 8 Europaplein, Amsterdam, Netherlands, seeks business proposals for vehicle parts, accessories and garage equipment, for ultimate distribution to member concerns. The organization, acting as focal point for its 850 members, indicates that an undetermined number of member firms could adequately handle an extensive line of automotive equipment and accessories of U.S. origin. R.A.I. further indicates that there exists in the Netherlands a growing market in the automotive sector, thus a potentially good market area for U.S. producers.

R.A.I. will receive and coordinate all inquiries as well as provide follow-through data on proposals submitted.

Following is a list of commodities in which the association is interested: Artificial leather cloth upholstery materials for motor vehicles, cleaning rags; work clothes, e.g., overalls, aprons and related garments for garage and service stations; metal clothes lockers and tool cases; cleaning and polishing preparation, degreasing solvents and other chemical products for use in garages; primers and paints for motor vehicles; rust inhibitors; gaskets, all types and sizes, for motor vehicles; tools, i.e., wheel, gear and bearing pullers; jacks, lifting type, also screw and ratchet type and other automotive hardware; highway guard rails; metal body parts, trim, tool boxes and other metal stampings; shipping containers for trucks and trailers; hoists, winches, derricks, booms and other loading apparatus for mounting motor vehicles; power-driven portable handtools for garages, electrical and pneumatic, wheel truing and balancing equipment and degreasing machines; compressors, lubricating equipment, paint sprayers and related items; coin operated gasoline dispensing machines; grease guns, floor scrubbing machines and carwashing equipment; electric measuring instruments and test equipment for garages, voltmeters, ignition testers, instruments for testing electric characteristics of internal combustion engines and spark plug testers; inspection and gauging apparatus; electric highway signals; starting motors, distributors, magnets, coils, ignition cable sets or wire assemblies, battery charging generators and trouble lights; amphibian motor vehicles, engine parts, accessories, filters, brakes and related parts, exhaust systems, fuel systems, and truck trailer hitches; automotive trailer hitches; revolution and timing control instrument; unique motorcycle, bicycle parts and novel accessories.

Saudi Arabia asks bids for road construction

The Saudi Arabian Ministry of Communications, Riyadh, Saudi Arabia, invites bids for the construction and paving of the Hofuf/Salwa road (157 km) and the Medina/Khaybar road (57 km).

Interested firms are requested to submit records of their qualifications, showing their past experience in road construction and a copy of their articles of incorporation.

Specifications, designs, drawings, general and special terms and conditions may be obtained from the Ministry of Communications until Feb. 5 for SR 2000 (U.S. $445).

Applications for the purchase of bid documents must be accompanied by a deposit of SR 5000 (U.S. $1,111), either by a bank guarantee or cash. This amount is refundable upon the submission of the tender.

The latest date for the submission of bids is Feb. 25. In the event of equal qualifications, preference will be given to local contractors, then to local contractors affiliated with foreign firms.

Iraq announces bids for waterworks construction

The Director General of Projects, Ministry of Municipalities & Works, Baghdad, invites tenders for the construction of a water supply scheme for al-Ebtaira, Amara Liwa. The project includes the manufacture, conveyance, and erection at the site of a settlement tank, flocculation tank, flash mixer, alumina dosing apparatus, rapid sand gravity filters, ground filter, water storage tanks, air blowers, gaseous chlorinator with recorder and platform weighing scale, two electrically operated high-lift pumping sets, switches, cables, venturi meter, elevated service tank, pump and filter house building, electric lighting, suction main, delivery main to elevated service tank, sewage disposal system (septic tank), and all valves, pipes, pressure gauges, and appurtenances, materials, and labor required to make the plant complete.

Bid deadline is Feb. 28. Terms and specifications may be obtained from the issuing authority on payment of $28 per set, plus $1 to cover airmail charges to the United States. A copy of the terms and specifications may be reviewed by interested U.S. firms in Rm. 4111, Water Industries & Engineering Services Division, U.S. Department of Commerce, Washington, D.C. 20230.

Greece to buy transmitting, receiving antennas, cable

The Hellenic Telecommunications Organization, Ltd., Athens, has issued Tender No. 6479 for transmitting and receiving antennas and associated coaxial cable.

Bid deadline is not determined.

Bid should offer eleven single or eight pairs of fixed omnidirectional transmitting antennas, two single or two pairs of fixed omnidirectional receiving antennas; four fixed log-periodic (logarithmic) directive transmitting antennas; and coaxial cable for transmitting and receiving antennas. The frequency range of the antennas is 4-27 mc.

Copies of tender announcement and specifications are available from the Hellenic Telecommunications Organization, Ltd., 6 Kleisovis St., Athens, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Honduras wants bids on road construction

The Directorate of Highways in the Ministry of Communications & Public Works invites bids for construction of Section 4A of the North Road Project between Yojoa and Potrerillos in the Dept. of Cortes, known as Contract No. 67-P304. Sealed proposals received until 10 a.m., Feb. 28, will be publicly opened at that time.

Work consists of furnishing plant, labor, materials and equipment, and performing all work in strict accordance with specifications, schedules, and drawings for the above named section, which has a length of approximately 25 kms.

Copies of the Notice of Invitation to Bid are available on a loan basis to interested bidders located in the United States. One set of drawings, one of specifications and schedules in English, and one of specification and schedules in Spanish can be reviewed in the U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C.

Additional copies of the plans, specifications and contract documents may be obtained from the Office of the Director General of Highways, Tegucigalpa, D.C., Honduras, before any proposals submitted by such corporations will be considered. Proceeds of loans and credits from the International Development Association, the International Bank for Reconstruction and Development, and the Inter-American Development Bank, will be applied to payments under the contract for which this bid invitation is issued.

Australia asks bids on clad, galvanized steel wire

The Controller, Stores & Contracts, Postmaster-General's Dept., 380 Russell St., Melbourne, C.1, Victoria, has invited bids by Feb. 16 for copper clad steel wire, aluminum clad steel wire, galvanized steel wire and aluminized steel wire ranging in quantities from 50,000 yds. to 2,000,000 yds. A copy of Tender for the supply and delivery of line wire (new types), Schedule C 1378, is available to firms located in the United States from the Iron and Steel Division, BDSA-642, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-2363).

Kuwait to build compost plant

The Director General, Kuwait Municipality, P.O. Box 10, Kuwait, will open a Register for mechanical suppliers specializing in refuse disposal plants. The Municipality is planning to build a compost plant with a capacity of 200 tons per day. Suppliers interested in registration should apply to the Director General of the above address. "Refuse Disposal Plant" should be written at the corner of the envelope.

Additional information is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—588, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

World Trade Opportunities Continued to page 34

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

013 Livestock farms

SPAIN—Thoroughbred cattle and pigs for breeding. Direct purchase and agency. Requests replies in Spanish. Prominex, S.A. (importer, wholesaler, retailer), Camino de Jai-Alai, 17, San Sebastian. WTD 12/28/66.

151 General building contractors

● **CEYLON**—The Government of Ceylon has made available for examination tender documents, specifications and architectural drawings for the construction of 5,208 apartments in four storeyed blocks in Ceylon. Bid deadline March 1. (INTERNATIONAL COMMERCE, Jan. 2, 1967, page 54.) The above can be reviewed in the U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C. Telephone: 202-WO 7-3601.

● **IRAQ**—Construction of crude oil pipeline between Wadi Tharthar and Bayi Pump Station. Tender No. 18/66, bid deadline Feb. 21. Technical specifications and blueprints may be reviewed in the U.S. Department of Commerce, BDSA, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C., or may be obtained from Oil Planning & Construction Administration, Ministry of Oil, Baghdad, Iraq, upon payment of $84 per set plus $.50 to cover air mail charges to U.S.

200 Food

● **BELGIUM**—Baby food, breakfast beverages, dressings, desserts, ready-to-eat dinners, tomato catsup, dried fruit, extracts and flavorings, meat extracts, canned fish, fish spreads, fruit juices and syrups, canned fruits, honey, meat spreads, canned poultry and canned game, olives, onions, nuts, salads, potato products, pickles, pie fillings, canned and dehydrated soups and sauces, dehydrated vegetables and vegetable juices, fruit juice crystals. Exclusive agency. Les Etablissements Edouard Materne S.A., manufacturer, 22 Rue du Progres, Jambes-Namur. WTD 12/20/66.

THAILAND—General foods for commissary, commercial markets, packaged and in bulk. Requests c.i.f. quotations. Ramsey Daniel & Associates, c/o National Enterprises (importer, wholesaler, retailer), 973/2-3 Rama 1 Rd., Bangkok. WTD in preparation.

201 Meat products

BELGIUM—Meat, fresh, ready-cut, deep-frozen (beef, pork, veal); offals, frozen; turkeys and chicken legs; guinea-fowls, game; deep-frozen; hams, sausages, dried. Courtrai-Salaisons (importer, exporter, wholesaler), 4 Place de l'Eglise, Saint Leger. WTD 12/22/66.

FRANCE—Offals (product of slaughtering operations); frozen meat; canned meat. Requests replies in French. Direct purchase and agency. Intercontinentale des Viandes (importer, wholesaler, commission merchant, agent), 29, Rue Jean-Jacques Rousseau, 75 Paris (1er). WTD 10/7/66.

SWEDEN—Meat, meat products, canned, frozen. AB Albert Magnuson (wholesaler, agent), Frofastegatan 6, Goteborg. WTD 12/29/66.

THAILAND—Pre-cut meats, beef-pork, snacks, delicatessen type products for sale to U.S. military. Requests c.i.f. prices. Ramsey Daniel & Associates, c/o National Enterprises (importer, wholesaler, retailer), 973/2-3 Rama 1 Rd., Bangkok. WTD in preparation.

203 Canning, preserving foods

AUSTRALIA—Fresh frozen fish, shell fish; canned fish. Direct purchase and agency. Foley Brothers (London) Pty. Limited (importers, exporters), 213-215 King St., Melbourne, C.1, Victoria. WTD in preparation.

BELGIUM—Canned baby foods, meats, soups, seafood soups, vegetables, fruits, fruit juices. Direct purchase and agency. Mr. Guy Leblanc (importer), 47 Rue Joseph Willems, Grivegnee. WTD 12/15/66.

Fruit and vegetables, i.e. peeled or concentrated tomatoes, cranberries, hearts of palm. Courtrai-Salaisons (importer, exporter, wholesaler), 4 Place de l'Eglise, Saint Leger. WTD 12/22/66.

LIBYA—Canned pop corn, diet foods, baby foods, biscuits. Nuri Ali Grera, 33 Sciara Giamil, Tripoli. WTD 7/26/66.

SWEDEN—Cured seafoods, specialties, fruits, vegetables, canned, frozen. AB Albert Magnuson (wholesaler, agent), Frofastegatan 6, Goteborg. WTD 12/29/66.

204 Grain mill products

COLOMBIA—Milled rice, bakery and institutional flour packed in 100 lb. bags. Request quotations c.i.f. San Andres Island. Pinky Jay Walters (importer, wholesaler, retailer), Apartado Aereo (Air Mail Box) 34, San Andres Island. WTD 12/22/66.

207 Confectionery related products

BELGIUM—Confectioneries, specialties, packaged or not. Direct purchase and agency. Guy Leblanc (importer), 47 Rue Joseph Willems, Grivegnee. WTD 12/15/66.

208 Beverage industries

FRANCE—Beer (alcoholic beverage); soft drinks (non-alcoholic beverages); carbonated beverages. Requests replies in French. Etablissements Vigneron (wholesaler), 68, Avenue Foch, 92 La Garenne-Colombes. WTD 9/15/66.

209 Food preparations

BELGIUM—Food preparations, pre-cooked, frozen, U.S. specialties. Courtrai-Salaisons (wholesaler, importer, exporter), 4 Place de l'Eglise, Saint Leger. WTD 12/22/66.

211 Cigarettes

COLOMBIA—Cigarettes. Requests quotations c.i.f. San Andres Island. Pinky Jay Walters (importer, wholesaler, retailer), Apartado Aereo (Air Mail Box) 34, San Andres Island. WTD 12/22/66.

220 Textile mill products

AUSTRIA—Textile fabrics for use in manufacture of ladies' outerwear. Requests replies in German, Hungarian. Doro-Bekleidungsherstellungsges.m.b.H. (manufacturer, retailer), Mariahilferstrasse 109, A-1060 Vienna. WTD 12/66.

NEW ZEALAND—Textile piece goods and accessories for apparel manufacture (dress piece goods, suitings, trouser lengths, laces, embroideries, lace trimmings, and motifs); textiles for lingerie and rainwear; upholstery fabrics and drapes. Mr. T. Warwick Ballan, T. W. Ballan & Co. (manufacturers' representative), P.O. Box 6447, Auckland, C.1. WTD 12/23/66.

Coat fabrics (proofed and unproofed), printed fabrics, men's tropical weight suitings of natural and manmade fibers for supply to clothing manufacturers. Samples, quotes c.i.f. or f.o.b. basis in £Stg. requested. W. J. Arnot, Mgr., L. H. Rogers and Son Ltd. (importer), P.O. Box 1100, Auckland, C.1. WTD 12/23/66.

221 Broad woven fabrics mills, cotton

BRAZIL—Corduroys, crepons (plain, printed and striped). Direct purchase and agency. R. Cohen & Cia. (wholesaler), Rua da Alfandega 85/87, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 12/30/66.

FRANCE—Cotton broad-woven fabrics. Requests replies in French. Duvoir S.A. (importer, manufacturer, dealer), 9 bis, Rue de Montenotte, Paris, 17e. WTD 7/28/65.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Silk, manmade, glass fabrics suitable for manuafcture of lamp shades. Direct purchase and agency. Maria Leber Lampshades & Co. (manufacturer, wholesaler), 61-65 Rosstown Rd., Carnegie, Victoria. WTD 2/18/66.

BAHRAIN—Silk, manmade fabrics, plain, printed and decorated, for women's dresses, especially interested in novelty, expensive, high quality fabrics. Direct purchase. C.i.f. Bahrain. Ahmed A. Z. al-Wazzan, Tijjar Rd., Manama. WTD 11/7/66.

BRAZIL—All lines of non-creasing manmade fiber fabrics. Direct purchase and agency. R. Cohen & Cia. (wholesaler), Rua da Alfandega 85/87, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 12/30/66.

FRANCE—Broadwoven manmade fiber fabrics. Requests replies in French. Duvoir S.A. (importer, manufacturer, dealer), 9 bis, Rue de Montenotte, Paris, 17e. WTD 7/28/65.

SWEDEN—Furniture upholstery, curtains, drapery fabrics, other home furnishing textiles. Eisner & Soner AB (importer, wholesaler), Hollandargatan 29, Stockholm. WTD 12/21/66.

227 Floor covering mills

SWEDEN—Carpets, rugs for home furnishing purpose. Eisner & Soner AB (importer, wholesaler), Hollandargatan 29, Stockholm. WTD 12/21/66.

228 Yarn, thread mills

FRANCE—Industrial threads for hosiery, weaving. Direct purchase and agency. Societe Textile de Villiers (importer, commission merchant, dealer), 37 Rue de la Bassee, 59 Lille. WTD 10/10/66.

229 Textile goods

FRANCE—Knitted waste, cotton waste, classified by color. Holfra, S.A.R.L. (importer, wholesaler), 1, Rue Bourdaloue, Paris, 9e. WTD 12/14/66.

230 Apparel

SWEDEN—Men's, youths' casual wear. AB Th. Sandelin (retailer), O Storgatan 17, Kristianstad. WTD 12/21/66.

232 Men's, youths', boys' furnishings, work clothing

SWEDEN—Fire proof overalls for car racing. Agency and direct purchase. Litoverken AB (wholesaler, agent, manufacturer), Ronnowsgatan 6, Halsingborg. WTD 12/22/66.

233 Women's, misses', juniors' outerwear

AUSTRIA—Women's, misses' dresses, suits, coats. Requests replies in German, Hungarian. Doro-Bekleidungsherstellungsges.m.b.H. (man-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

ufacturer, retailer), Mariahilferstrasse 109, A-1060 Vienna. WTD 12/66.

Summer dresses, suits of linen, cotton, rayon, pique, shantung, embroidered cotton, rough crepe printed and embroidered, printed gabardine. Direct purchase and agency. Maddalena Damenbekleidung, A. Uzel & Sohn, OHG (manufacturer, importer, manufacturers' agent), Lugeck 7/2/1, A-1010 Vienna. WTD 12/66.

242 Sawmills, planing mills

FRANCE—Hardwood flooring, softwood flooring. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

● **SUDAN**—Supply of 130,000 untreated railway ties (6'9" x 10" x 5"). Tender No. 3663, bid deadline March 1. Sudan Railways, Stores Dept., P.O. Box 65, Atbara.★ (Telephone WO 7-3359).

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Prefabricated wooden sections, panels; veneer, plywood for construction purposes. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

249 Wood products

● **CYPRUS**—Supply of 26,280 creosoted wood poles of various sizes, lengths 26' to 39'. Tender No. 70/1967, bid deadline Feb. 15, issued by and available for $14 from the Electricity Authority of Cyprus, P.O. Box 1466, Nicosia.

FRANCE—Cork floor, wall coverings. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montebeliard, 90, Belfort. WTD 10/10/66.

Wood dowels. Direct purchase and agency. Plombelec (manufacturer, wholesaler), 8, Rue de Nice, Paris, 11e. WTD 10/6/66.

251 Household furniture

FRANCE—Wood household furniture commonly used in dwellings; upholstered furniture on wood frames. Etablissements Levitan (importer, dealer), 55 a 63, Boulevard Magenta, Paris, 10e. WTD 9/2/65.

254 Partitions, shelving, lockers, office, store fixtures

FRANCE—Prefabricated wood partitions. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

262 Paper mills

AUSTRIA—Wrapping paper of all kinds, particularly for wrapping of foodstuffs, including kraft paper. Direct purchase and agency. Haimburger Papierbesellschaft m.b.H. (wholesaler), Boersegasse 11, Postfach 59, A-1013 Vienna. WTD 12/66.

264 Converted paper, paperboard products

AUSTRALIA—Stretchy tapes gummed or coated for reactivation with thinners. Direct purchase and agency. Maria Leber Lampshades & Co. (manufacturer, wholesaler), 61-65 Rosstown Rd., Carnegie, Victoria. WTD 2/18/66 .

BELGIUM—Paper office supplies, writing paper. Direct purchase and agency. Librairie "Le Cosmos" (bookstore), 196 Chaussee de Wavre, Brussels. WTD 12/19/66.

FRANCE—Laminated wallboards (paper products). Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

Papeteries (boxed stationery), envelopes, bags from purchased paper, cellophane, acetate, polyethylene, pliofilm, foil, and similar sheet or film materials. Direct purchase and agency. Agrafes Internationales (importer, wholesaler), 5, Rue de Nantes, Paris, 19e. WTD 8/29/66.

● **IRAN**—24,550 bobbins of cellulosic film, 34 gms. per sq. meter; 4,100 spools of red and blue tape, 2 mm wide, 8,000 meters each spool. Ref. No. 772/62 bid deadline March 6. The Iranian Tobacco Monopoly, Teheran.

● 700 tons white mechanical paper in bobbins; 90 grams per sq. meter; each bobbin weighs 200-250 kg. Ref. No. 772/63, bid deadline March 11. The Iranian Tobacco Monopoly, Teheran.

● 280,000,000 cellulose acetate filter rods, white, 90 mm long and 25.75 mm circumferance; 70,000 bobbins imitation cork, paper tape, 30 mm and 38 mm widths, roll length 600 meters and core diameter 65 mm. Ref. No. 772/60, bid deadline Feb. 3. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

● 25,000,000 cigarette paper booklets, 60 sheets, 70 by 40 mm, pure chiffon, white, verged paper. Ref. No. 772/59, bid deadline March 8. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

272 Periodicals: publishing, printing

BELGIUM—Comic magazines. Agency and direct purchase. Librairie "Le Cosmos" (bookstore), 196 Chaussee de Wavre, Brussels. WTD 12/19/66.

273 Books

BELGIUM—Books, all kinds. Direct purchase and agency. Librairie "Le Cosmos" (bookstore), 196 Chaussee de Wavre, Brussels. WTD 12/19/66.

281 Industrial chemicals

FRANCE—Auxiliary products for plastics industry: stabilizers, antioxydants, plasticizers; raw materials for paint, varnish, ink industries: solvents, pigments. Direct purchase and agency. Copci (importer, wholesaler, commission agent), 44, Rue La Boetie, Paris, 8e. WTD 1/27/66.

HONG KONG—Dyestuffs for coloring sequins. South Asia Trading Co. (importer, wholesaler, agent), Flat G, 2nd Floor, Kim Hing Mansion, 49-51 Kimberley Rd., Kowloon. Cable: Asawin. WTD 12/2/66.

NETHERLANDS—Chemicals, dyes, color lakes, toners. Direct purchase and agency. J.H.J.A. van der Hagen (importer, wholesaler, retailer), Antoniusstraat 18-20, Tilburg. WTD 12/29/66.

282 Synthetic materials

BRAZIL—Synthetic resins for manufacture of paints, varnishes only. Direct purchase and agency. Cirena Companhia de Resinas Naturais (manufacturer, wholesaler), Caixa Postal 1718 ZC-00; Rua da Lapa 180, 7° andar, salas 702/705, Rio de Janeiro, ZC-06, Estado da Guanabara. WTD 12/30/66.

FRANCE—Raw materials for transformation of plastics: granulated polyethylene, powdered P.V.C., polystyrene, A.B.S., polyesters, soybean plastics, soybean fibers (man-made textile materials), resins for paint, varnish, ink industries. Direct purchase and agency. Copci (importer, wholesaler, commission agent), 44, Rue La Boetie, 75 Paris (8e). WTD 1/27/66.

Polyesters for floor coatings. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

GERMANY—Plastic embossing tapes. Hanseatic Export-Compagnie mbH. (importer, wholesaler, exporter), Alter-Wandrahm 8, Hamburg 11. WTD 1/6/67.

283 Drugs

AUSTRALIA—Pharmaceutical, medicinal products such as proprietary, ethical medicines. Direct purchase and agency. Schaffer & Co. (Vic.) Pty. Ltd. (importer, sales agent), 126 Bank St., South Melbourne, S.C.5, Victoria. WTD 12/23/66.

BELGIUM—Pharmaceutical specialties for human use. Direct purchase and agency. Biothera S.A. (importer, exporter, manufacturer), 68 Rue Emile Feron, Brussels 6. WTD 12/27/66.

ITALY—Medicines, pharmaceutical preparations, specialties. Direct purchase and agency. D'Amore Armando (agent, importer), 4 Via Sammartino, Palermo. WTD 12/30/66.

Pharmaceutical specialties of all kinds. Agency and direct purchase. Requests replies in Italian. Farmaceutici Ragioniere Giuseppe Marcoccio (wholesaler, importer, exporter, manufacturers' agent), 140 Viale Vittorio Veneto, Catania. WTD 12/23/66.

SURINAM—General pharmaceuticals, drugs, chemicals for human use. Apotheek Singh (importer, retailer), Maagdenstraat 36, Paramaribe. WTD 3/29/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Perfumes, cosmetics, toilet preparations including soaps, detergents, shampoo. Direct purchase and agency. Schaffer & Co. (Vic.) Pty. Ltd. (importer, sales agent), 126 Bank St., South Melbourne, S.C.5, Victoria. WTD 12/23/66.

BELGIUM—Cosmetic, creams, cleansing, foundation, lubricating, toilet preparations. Direct purchase and agency. Biothera S.A. (importer, exporter, manufacturer), 68 Rue Emile Feron, Brussels 6. WTD 12/27/66.

Perfumes, toilet preparations. Direct purchase and agency. Guy Leblanc (importer), 47 Rue Joseph Willems, Grivegnee. WTD 12/15/66.

Cleansers, scouring household; cleaners, solvents for toilet bowl, drain pipe; brushes, all kinds. Direct purchase and agency. Guy Leblanc (importer), 47 Rue Joseph Willems, Grivegnee. WTD 12/15/66.

FRANCE—Perfumes (natural and synthetic); cosmetic creams; toilet creams, powders and waters. Requests replies in French. Feret Freres (importer, manufacturer, dealer, P.O. Box 150—20-24 Rue Dautancourt, Paris, 17e. WTD 9/24/65.

Emulsifiers or emulgators for auto-polish waxes or for textile industry. Direct purchase

and agency. Copci (importer, wholesaler, commission merchant), 44, Rue La Boetie, 75 Paris, 8e. WTD 1/27/66.

Cleansing products, such as shoe polish, furniture, floor polish, non-personal deodorants; detergents: synthetic, organic, household dry, liquid or scouring cleaners; detergents and absorbents: sweeping compounds. Requests replies in French. Conditionnement, Emballage Plastique (C.E.P.) (Maxim's S.A.) (manufacturer, dealer), 1, Rue Jean Mermoz, St Germain en Laye, 78-Yvelines. WTD 4/26/66.

GERMANY—Wallpaper, window shade and wall cleaner. C.i.f. European ports. Direct purchase and agency. Storchwerke GmbH. Breuckmann (wholesaler, manufacturer, exporter), Boysen & Weber, 6-8 Platz der Republik, 56 Wuppertal 1. WTD 11/16/66.

ITALY—Cosmetic oils, creams. Agency and direct purchase. Requests replies in Italian. Farmaceutici Ragioniere Giuseppe Marcoccio (wholesaler, importer, exporter, manufacturers' agent), 140 Viale Vittorio Veneto, Catania. WTD 12/23/26.

LIBYA—Cleaning, polishing preparations. Nuri Ali Grera, 33 Sciara Jamil, Tripoli. WTD 7/26/66.

NETHERLANDS—All types of cleaning, sanitation preparations. Direct purchase and agency. J. H. J. A. van der Hagen (importer, wholesaler, retailer), Antoniusstraat 18-20, Tilburg. WTD 12/29/66.

NORWAY—Degreasing compounds, sweeping compounds, glass window cleaning preparations, specialty cleaners, household and non-household. Scott N. Berg A/S (wholesaler), 60 Bygdoy Alle, Oslo. WTD 12/20/66.

285 Paints, varnishes, lacquers, enamels

FRANCE—Pigments for paint industry. Direct purchase and agency. Copci (importer, wholesaler, commission agent), 44 Rue La Boetie, 75 Paris, 8e. WTD 1/27/66.

● **SUDAN**—Ready mixed gloss paints; 5,000 litres green; 700 litres red; 5,000 litres white. Bid deadline Feb. 8. The Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-3512).

287 Agricultural chemicals

GUATEMALA—agricultural chemicals, fertilizers. Direct purchase and agency. Sterkel, Sterkel & Co. Ltda. (coffee processing mill), Beneficio de Cafe "Santa Isabel", 12 Calle 3-38, Zona 1, Apartado Postal 946, Guatemala City. WTD 1/67.

289 Chemical products

FRANCE—Fatty acids and oils (vegetable) for paint, rubber industries, resin industry, specially: tall oil fatty acids, seed oil fatty acids, soya oil, soya fatty acids. Direct purchase and agency. Copci (importer, wholesaler, commission agent), 44 Rue La Boetie, 75, Paris, 8e. WTD 1/27/66.

SWEDEN—Pyrotechnical distress signals, small size. Agency and direct purchase. Litoverken AB (wholesaler, agent, manufacturer), Ronnowsgatan 6, Halsingborg. WTD 12/22/66.

295 Paving, roofing materials

FRANCE—Roof coatings (fibrous and non-fibrous); solid asphalt roof cement. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

306 Fabricated rubber products

FRANCE—Rubber flooring (tiles or sheets); rubber wall coverings. Direct purchase and agency. Comptoir des Materiau Modernes—CMM (importer, wholesaler, agent), 26 Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

Rubber toys such as toy animals. Courrier & Cie (importer, wholesaler), 26, Rue de la Pepiniere, Paris, 8e. WTD 11/2/66.

SWEDEN—Life preservers, small rafts, floats, cartridge or manually inflatable. Direct purchase and agency. Litoverken AB (wholesaler, agent, manufacturer). Ronnowsgatan 6, Halsingborg. WTD 12/22/66.

307 Plastic products

AUSTRALIA—Bottles for talcum powder, plastic. Direct purchase and agency. Emmo Pty. Ltd. (importer, distributor, manufacturers' representative), 155 Castlereagh St., Sydney, N.S.W. WTD 5/5/66.

FRANCE—Plastic wall tiles; vinyl floor tiles, all types of construction plastic products. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montebeliard, 90 Belfort. WTD 10/10/66.

Polystyrene cable fasteners for electric and telephone wires; bi-plastic-nylon-plugs. Direct purchase and agency. Plombelec (manufacturer, wholesaler), 8, Rue de Nice, Paris, 11e. WTD 10/6/66.

HONG KONG—Acetate sheets for making sequins. South Asia Trading Co. (importer, wholesaler, agent), Flat G, 2nd Floor, Kim Hing Mansion, 49-51 Kimberley Rd., Kowloon. Cable: Asawin. WTD 12/2/66.

316 Luggage

FRANCE—Women's leather fitted cases. Requests replies in French. Feret Freres (importer, manufacturer, dealer), P.O. Box 150—20-24, Rue Dautancourt, Paris, 17e. WTD 9/24/65.

317 Handbags, personal leather goods

FRANCE—Toilet kits, cases, fitted or unfitted, regardless of material. Requests replies in French. Feret Freres (importer, manufacturer, dealer), P.O. Box 150—20-24, Rue Dautancourt, Paris, 17e. WTD 9/24/65.

322 Glass, glassware

AUSTRALIA—Glass lamp bases. Direct purchase and agency. Maria Leber Lampshades & Co. (manufacturer, wholesaler), 61-65 Rosstown Rd., Carnegie, Victoria. WTD 2/18/66.

FRANCE—Cosmetic containers; toiletry containers: handmade glass. Requests replies in French. Feret Freres (importer, manufacturer, dealer), P.O. Box 150—20-24, Rue Dautancourt, Paris, 17e. WTD 9/24/65.

● **IRAQ**—Laboratory glassware, various types, quantities. Tender No. 64/66, bid deadline Feb. 19. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-4387).

● Laboratory glassware, various types, quantities. Tender No. 15, bid deadline Feb. 28. University of Baghdad, Central Foreign Purchasing Board, Baghdad.★ (Telephone: 202-WO 7-4387).

323 Glass products

FRANCE—Glassware, for toilet purposes. Requests replies in French. Feret Freres (importer, manufacturer, dealer), P.O. Box 150—20/24, Rue Dautancourt, Paris, 17e. WTD 9/24/65.

325 Structural clay products

FRANCE—Ceramic wall, floor tiles; clay roofing tiles; structural clay floor tiles; clay partition tiles. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

326 Pottery, related products

AUSTRALIA—Vitreous china, earthenware, ceramic, porcelain lamp bases. Direct purchase and agency. Maria Leber Lampshades & Co. (manufacturer, wholesaler), 61-65 Rosstown Rd., Carnegie, Victoria. WTD 2/18/66.

FRANCE—Toilet ware: decorated porcelain or vitreous china. Requests replies in French. Feret Freres (importer, manufacturer, dealer), P.O. Box 150—20-24, Rue Dautancourt, Paris, 17e. WTD 9/24/65.

327 Concrete, gypsum, plaster

FRANCE—Tiles made of prestressed concrete; roof, floor units; precast concrete products. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

Prefabricated concrete silos. Atmosphere, Regulation, Controle, Equipement de Four—A.R.C.E.F. (importer, manufacturer, dealer), 44, Rue Anatole France, 94 Fontenay-sous-Bois (Val de Marne). WTD 4/25/66.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Vinyl asbestos floor tiles; asbestos-cement wall-boards. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

331 Steel mill products

● **BURMA**—Galv. corrugated sheets, plain sheets, wire rope, welded wire mesh. Tender No. 1-20 (T)—CONST/IRR/66-67, bid deadline Jan. 31. Chief Engineer, Irrigation Dept., 9/21 Strand Rd., Rangoon.★ (Telephone: 202 WO 7-2363).

● **INDIA**—Plates, 5312 metric tons, various sizes. Tender No. S-73 of 1966, bid deadline Feb. 3. Director, Wagon Production, Ministry of Railways (Railways Board), Rail Bhawan, Raisina Rd., New Delhi 1. Tender documents available from India Supply Mission (Ref. D/ENQ/2182), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee not refundable, $1.50 each payable in advance. One copy only of the tender documents may be examined in Rm. 4224 Iron & Steel Division, BDSA, U.S. Department of Commerce, Washington, D.C.

333 Primary smelting, refining of nonferrous metals

VENEZUELA—Lead, zinc and copper in bars and ingots. Requests replies in Spanish. Casa Jerak, C.A. (importer, distributor, sales agent), Avenida Presidente Medina N° 107, Caracas or Apartado 7714, Caracas. WTD 12/19/66.

342 Cutlery, hand tools, general hardware

FRANCE—Hardware floor protective devices. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

GERMANY—Wire insulating pliers; box clamping and nailing tools operated by compressed air. Hanseatic Export-Compagnie mbH. (importer, wholesaler, exporter), Alter Wandrahm 8, Hamburg 11. WTD 1/5/67.

ITALY—Hand tools, hardware, cutlery. E.C.E.F., S.p.A. (distributor), Via Cornalia 19, Milan. WTD 9/16/66.

343 Heating apparatus, plumbing fixtures

BELGIUM—Plumbing fixtures, fittings and trim, brass goods. Agency and direct purchase. S.A. R. Jublou (importer, agent), 6 Rue Kindermans, Brussels. WTD 12/23/66.

344 Fabricated structural metal products

FRANCE—Roofing sheet metal, for construction purposes. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 25, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

Metal silos. Atmosphere, Regulation, Controle, Equipement de Four—A.R.C.E.F. (importer, manufacturer, dealer), 44, Rue Anatole France, 94 Fontenay-sous-Bois (Val de Marne). WTD 4/25/66.

345 Screw machine products

FRANCE—Dowels for pipe-clips with threaded shoulder; metal thread dowels; round wall dowels; square wall dowels; flat fish bolts; cable-way straps; end-champs for cable-ways; junction-cramps; hooks; half collars; open fish-hooks; straps; tipping attachments; tipping bolts; expansion articles; fixation screws; hexagonal nuts. Direct purchase and agency. Plombelec (manufacturer, wholesaler), 8, Rue de Nice, Paris, 11e. WTD 10/6/66.

346 Metal stampings

W. GERMANY—Stamping tools for lettering of PVC foil, tapes. Hanseatic Export-Compagnie mbH. (importer, wholesaler, exporter), Alter Wandrahm 8, Hamburg 11. WTD 1/5/67.

349 Fabricated metal products

AUSTRALIA—Bottles for talcum powder, metal. Direct purchase and agency. Emmo Pty. Ltd. (importers, distributors, manufacturers' representatives), 155 Castlereagh St., Sydney, N.S.W. WTD 5/5/66.

FRANCE—Tube and pipe clips: single and double; central-heating pipe-clips; shower riser clips. Direct purchase and agency. Plombelec (manufacturer, wholesaler), 8, Rue de Nice, Paris, 11e. WTD 10/6/66.

352 Farm machinery

AUSTRALIA—Machinery for cultivated turfs, aerators, grillers, corers, groovers. Barnes McGrath Pty. Ltd. (importer, exporter, wholesaler), Annie & Dawn Sts., Rocklea, Brisbane. WTD 5/26/66.

GUATEMALA—Spraying equipment for crop protection. Direct purchase and agency. Sterkel, Sterkel & Co. Ltda. (coffee processing mill), Beneficio de Cafe "Santa Isabel", 12 Calle 3-38, Zona 1, Apartado Postal 946, Guatemala City. WTD 1/67.

353 Construction, mining, materials handling machinery

FRANCE—Heavy construction machinery: bulldozers, concrete mixers, cranes, dredging machines, pavers, power shovels. Compagnie Internationale de Terrassements, Routes et Ouvrages d'Art (C.I.T.R.O.A.) (importer, contractor), 2, Rue St Didier, Paris, 16e. WTD 4/26/66.

GERMANY—Scrapers, graders, universal caterpillar excavators, automobile excavators and other earth moving machinery, equipment. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Gustav Muench GmbH. (wholesaler, distributor, importer), 18 Hannoversche Strasse, Postfach 556, 46 Dortmund. WTD 12/14/66.

● **TAIWAN**—Lorry crane with winch, 13'1" boom, 190 degree swing, horizontal lift capacity 2750 lb. Tender No. GF4C-26176(P), bid deadline Feb. 16. Central Trust of China, Purchasing Dept., 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

AUSTRALIA—Metalworking machinery including metal tools and fasteners, power driven tools, associated equipment. Direct purchase and agency. Hawker, Richardson & Co. Pty. Ltd. (importer, wholesaler, retailer, sales agent), 455-459 Auburn Rd., Hawthorn, E.3, Victoria. WTD 12/16/66.

Metalworking machine tools including cutting tools, precision measuring tools; portable power-driven hand tools and equipment, automotive maintenance equipment. Direct purchase and agency. Boustead Wood Pty. Ltd. (importer, wholesaler, retailer, sales agent), 555 Collins St., Melbourne, C.1, P.O. Box 4723, Victoria. WTD 11/10/66.

SWEDEN—Machinery and equipment for scrapping used cars into pieces small enough to put in furnaces. Direct purchase and agency. K. O. Rydqvist (importer, sales agent), Klubbvagen 5, Danderyd. WTD 12/27/66.

● **TURKEY**—Machinery for production of 55-gallon drums, 200 per hour. Bid deadline is Feb. 20. Petrol Ofisi Genel Mudurlugu, Ankara.★ (Telephone: 202-WO 7-5589).

355 Special industry machinery

AUSTRIA—Machinery for manufacture of neckties, particularly cutting machines, automatic pressing (ironing) machines, special sewing machines for neckties. "Belvedere" Wiener Krawattenerzeugung Walter Fiala (manufacturer), Panikengasse 3-5, Postfach 3, A-1163 Vienna. WTD 12/66.

BELGIUM—Canning, chopping, grinding machines, slicers, stuffing machines, all kinds. Courtrai-Salaisons (importer, exporter, wholesaler), 4 Place de l'Eglise, Saint Leger. WTD 12/22/66.

FRANCE—Textile machinery: fiber-to-fabric, yarn preparing, fabric, bleaching, dyeing, finishing machinery; textile machinery parts & attachments; food products machinery: preparation, canning or packaging. Societe Francaise du Groupe Bentley (importer, dealer, commission merchant, agent), 17, Boulevard des Capucines, Paris, 2eme. WTD 9/16/66.

Grain drying equipment. Atmosphere, Regulation, Controle, Equipement de Four—A.R.C.E.F. (importer, manufacturer, dealer), 44, Rue Anatole France, 94 Fontenay-sous-Bois (Val de Marne). WTD 4/25/66.

GERMANY—Paint making, mixing machinery, equipment. C.i.f. European ports. Direct purchase and agency. Storchwerke GmbH. Brueckmann (wholesaler, manufacturer, exporter), Boysen & Weber, 6-8 Platz der Republik, 56 Wuppertal 1. WTD 11/16/66.

GUATEMALA—Coffee processing equipment for wet and dry mills. Direct purchase and agency. Sterkel, Sterkel & Co. Ltda. (coffee processing mill), Beneficio de Cafe "Santa Isabel", 12 Calle 3-38, Zona 1, Apartado Postal 946, Guatemala City. WTD 1/67.

Machinery to extrude polypropylene ribbon tapes to weave into bags. Productos de KENAF, S.A., Prokesa (manufacturer), 1a. Avenida 7-12, Zona 1, Guatemala City. WTD 4/25/66.

SWEDEN—Packaging, wrapping machinery and units for food products. Exclusive agency and direct purchase. Skogsagarnas Industri AB Defo (manufacturer), Humlegatan 1, Malmo C. WTD 12/28/66.

TANZANIA—High-speed machines for making shirt collars; circular knitting machines for making stretch nylon fabrics in different diameters; small plants for dyeing stretch nylon fabrics; and flat knitting machines for making knitted collars, ribbings, etc. Price c.&f. Tanzania requested. Pan Africa Shippers (importer, wholesaler, manufacturer, exporter), P.O. Box 7151, Kowloon, Hong Kong. Cable: Panafric, Hong Kong. WTD in preparation.

356 General industrial machinery

BELGIUM—Industrial pumps, compressors, all kinds. Agency and direct purchase. S.A. R. Jublou (importer, agent), 6 Rue Kindermans, Brussels. WTD 12/23/66.

FRANCE—Hydrostatic transmission: 0.5 to 15 HP, for industrial use. Vareduc S.A. (importer, manufacturer, wholesaler, retailer, agent), 2, Rue Joseph Riviere, Courbevoie -92 Hts de Seine. WTD 3/18/66.

GERMANY—Oil-free compressors of piston and rotary type for hydrocarbons and ammonia and inert gas generators, gas detectors & gas mixing machinery for propane, butane and natural gas. Requests price quotations c.i.f. German or Dutch ports. Liquid Gas Anlagen Union GmbH. (distributor, importer), 94 Oeberlaender Ufer, 5 Koeln. WTD 12/13/66.

HONG KONG—Machinery for making plastic sequins. South Asia Trading Co. (importer, wholesaler, agent), Flat G, 2nd Floor, Kim Hing Mansion, 49-51 Kimberley Rd., Kowloon. Cable: Asawin. WTD 12/2/66.

SWEDEN—Packaging and wrapping machinery and units for industrial use. Exclusive agency and direct purchase. Skogsagarnas Industri AB Defo (manufacturer), Humlegatan 1, Malmo C. WTD 12/28/66.

357 Office, computing, accounting machines

FRANCE—Duplicating machines, accounting machines, typewriters. Direct purchase and agency. Courvoisier & Cie (importer, wholesaler, agent), 21, Boulevard Voltaire, Paris, 11eme. WTD 9/16/66.

358 Service industry machines

AUSTRIA—Automatic pressing machines as used in finishing department of necktie manufacturing. "Belvedere" Wiener Krawattenerzeugung Walter Fiala (manufacturer), Panikengasse 3-5, Postfach 3, A-1163 Vienna. WTD 12/66.

FRANCE—Coin-operated laundry, dry-cleaning machines. Direct purchase and agency. Etablissements Sayag-Brunet (importer, whole-

saler, retailer, agent), 77 Avenue Parmentier, 75- Paris (11e). WTD 8/2/66.

NORWAY—Floor waxing, scrubbing and polishing machines, carpet sweepers, vacuum cleaners, other cleaning machines for commercial use. Scott N. Berg A/S (wholesaler), 60 Bygdy Alle, Oslo. WTD 12/20/66.

THAILAND—Complete line of kitchen equipment for home, commercial uses, such as dish washers, stainless steel cooking utensils, cleaning liquids. Requests catalogs, c.i.f. Bangkok prices. Teo Hong Limited Partnership (importer, wholesaler, retailer), 30-32 Chakrawad Rd., Bangkok. WTD 9/19/66.

361 Electric transmission distribution equipment

● **PAKISTAN**—The bid deadline for the supply of three sets of electrical equipment for balancing and loading cables has been extended from Jan. 9 to Feb. 9. Tender No. PUR. 3-19/66/678. Purchasing Coordinating Officer, Block No. 48/A, Shakrah-e-Iraq, T & T Directorate General, Karachi.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of power meter, one micro watt to ten microwatts; three-part directional coupler; reflection coefficient bridge; X-band sweep oscillator, three automatic sweeps. Tender No. DS671-5, bid deadline March 7. Genel Kurmay ARGE Baskanligi, Bakanliklar, Ankara.★ (Telephone: 202-WO 7-2939).

● Supply of the following electronics laboratory equipment: pulse generator; square wave generator; function generator. Tender No. DS67L-4, bid deadline March 6. Genel Kurmay ARGE Baskanligi, Bakanliklar, Ankara.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

AUSTRALIA—Motor controllers, control accessories, electronic controls, industrial controls. Direct purchase and agency. Boustead Wood Pty. Ltd. (importer, wholesaler, retailer, sales agent), 555 Collins St., Melbourne, C.1., P.O. Box 4723, Victoria. WTD 11/10/66.

FRANCE—Marine water-tight and fireproof electric apparatus. Etablissements Aufray & Cie (importer, wholesaler, retailer), Porte Oceane Nord, 76 Le Havre. WTD 9/13/66.

ITALY—Electric synchronous motors and microswitches for coin operated mechanisms. Ismea di A. Cavalleri (manufacturer), Via M. Buonarroti 42, Trezzano sul Naviglio (Milano). WTD 9/21/66.

363 Household appliances

AUSTRIA—Special sewing machines for use in manufacture of neckties. "Belvedere" Wiener Krawattenerzeugung Walter Fiala (manufacturer), Panikengasse 3-5, Postfach 3, A-1163, Vienna. WTD 12/66.

● **BURMA**—Supply of 346 fans. Tender No. MEIC/B/Rlys/14(T)1207/66-67, bid deadline Feb. 9. The Chairman, Union of Burma, Railway Board, Bogyoke Augsan St., Rangoon.★ (Telephone: 202-967-5345).

FRANCE—Barbecues for outdoor cooking; roaster-ovens; cooker-fryers; rotisserie-broiler-ovens; compact-toaster-broilers; small electric housewares, such as: food mixers, hot plates, coffee makers, fans. Sodir, S.A. (manufacturer, dealer), 11, Rue Saint Augustin, Paris, 2e. WTD 11/28/66.

GERMANY—Small household electric appliances; electric household ranges, ovens, washing machines, dish washers, refrigerators. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Wilhelm Stadtmueller (wholesaler, distributor, importer), 115-123 Hofkamp, 56 Wuppertal-Elberfeld. WTD 12/16/66.

JORDAN—Electric refrigerators 10 cu. ft. and larger, 220 volts A.C. 50 cycles. Zeine & Co. (Importers & Exporters), P.O. Box 101, Amman. WTD 12/27/66.

364 Electric lighting, wiring equipment

FRANCE—High intensity lamps. S.E.L.L.S.A. —Societe pour l'Equipement de Laveries Libre-Service Automatiques (importer, dealer), 12, rue Lapeyrere, Paris, 18e. WTD 5/18/66.

GERMANY—Residential, commercial, institutional and industrial type electric lighting fixtures. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Wilhelm Stadtmueller (wholesaler, distributor, importer), 115-123 Hofkamp, 56 Wuppertal-Elberfeld. WTD 12/16/66.

SWEDEN—Flashing signals, battery operated water triggered, to be attached to life preservers. Agency and direct purchase. Litoverken AB (wholesaler, agent, manufacturer), Ronnowsgatan 6, Halsingborg. WTD 12/22/66.

365 Radio, television receiving sets

JORDAN—Radio and television receiving sets, amplifiers, tape recorders, record players, 220 volts, A.C. 50 cycles. Zeine & Co. (Importers & Exporters), P.O. Box 101, Amman. WTD 12/27/66.

366 Communication equipment

● **IRELAND**—Supply and supervision of one 24-channel voice frequency telegraph terminal and four six-channel voice frequency telegraph systems at selected sites. Tender No. C/513/3/2, bid deadline March 2. The Engineer-in-Chief, Contracts Section, Dept. of Posts & Telegraphs, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

THAILAND—Telephones, PABX, PAX systems; inter-office telephones. Requests catalogs, c.i.f. Bangkok prices. Teo Hong Ltd. Partnership (importer, wholesaler, retailer), 30-32 Chakrawad Rd., Bangkok. WTD 9/19/66.

367 Electronic components, accessories

FRANCE—Machines for printed circuits. Direct purchase and agency. Europrim—(Compagnie Europeenne de Machines pour Circuits Imprimes) (importer, dealer), 32, Rue du Commandant Maurice Arnoux, 92 Montrouge. WTD 8/23/66.

GERMANY—Special potentiometers, miniature relays, multiple plug connections, semiconductors, semiconductor sockets, other newly developed electronic miniature hardware. Direct purchase and agency. Joh. C. Werner (manufacturer, importer, wholesaler), Deelboege 9, Hamburg 20. WTD 1/5/67.

371 Motor vehicles, motor vehicle equipment

FRANCE—Accessories for industrial Dodge vehicles. Societe Francaise et Americaine d'Automobiles (importer, wholesaler), 15-17, Rue de Dantzig, 75 Paris (15). WTD 3/28/66.

GERMANY—Automotive accessories of all kinds (including novelties). Blendfrei Dr. Peter Hirsch (importer), 9 Schraudolphstrasse, 8 Muenchen 13. WTD 12/21/66.

372 Aircraft, parts

AUSTRALIA—Aircraft, parts. Direct purchase and agency. Executive Air Services Pty. Ltd. (importer, wholesaler, exporter, retailer), No. 1 Hangar, Essendon Airport, North Essendon, W.6, Victoria. WTD 12/16/66.

GUATEMALA—Light aircraft for air spraying activities. Direct purchase and agency. Sterkel, Sterkel & Co. Ltda. (coffee processing mill), Beneficio de Cafe "Santa Isabel", 12 Calle 3-38, Zona 1, Apartado Postal 946, Guatemala City. WTD 1/67.

373 Ship, boat building, repairing

PORTUGAL—Two steel flat bottom used cargo barges 60 x 12 x 3 meters, self-propelled or non-propelled for interior navigation and transport of sand. Jose Ribeiro (contractor), Rua de Acesso ao Cemiterio dos Olivais J.R., Lisbon. WTD in preparation.

375 Motorcycles, bicycles, parts

SWEDEN—Motorcycle parts, accessories for racing. Agency and direct purchase. Litoverken AB (wholesaler, agent, manufacturer), Ronnowsgatan 6, Halsingborg. WTD 12/22/66.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Laboratory analysis equipment and complete monitoring systems, modern apparatus and scientific research, testing instruments for utilization in pharmaceutical, medical laboratories. Catalogs, price lists requested. Direct purchase and agency. La Maison du Medecin (dealers, importers), 26 Rue des Marchands; 31- Toulouse, Haute-Garonne. WTD 12/27/66.

● **INDIA**—Supply of 40 brunton compasses complete with cases and accessories. Tender No. 203/48/073/25-11-66-PL, bid deadline Feb. 27. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available, at $1 each, from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. (I.S.M. Ref. No. D/ENQ/2180).

● **TURKEY**—Supply of fuel testing laboratory equipment including quartz tube combustion method sulphur and halogen determination apparatus, turbine oil rusting tester, cloud and pour point tester, fuel oil stability test apparatus, grease oxidation stability test apparatus. Tender No. DS67L-1, bid deadline Feb. 28. Genel Kurmay ARGE Baskanligi, Bakanliklar, Ankara.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

ITALY—Medical, surgical equipment, instruments, including blood pressure apparatus, metabolism apparatus, surgical knives, stethoscopes. Direct purchase and agency. Requests replies in Italian. Farmaceutici Ragioniere Giuseppe Marcoccio (wholesaler, importer, exporter, manufacturers' agent), 140 Viale Vittorio Veneto, Catania. WTD 12/23/66.

386 Photographic equipment

FRANCE—Photocopying equipment, for office use. Direct purchase and agency. Courvoisier & Cie (importer, wholesaler, agent), 21, Boulevard Voltaire, Paris, 11eme. WTD 9/16/66.

● **TURKEY**—Supply of one blueprint repro-

duction machine, semi-automatic, 12-130 cm. wide sheet capacity, ammonia automatically supplied, transistorized speed adjustment, reverse gear to be furnished, etc. Tender No. DS67L-2, bid deadline March 1. Genel Kurmay ARGE Baskanligi, Bakanliklar, Ankara.★ (Telephone: 202-WO 7-2939).

387 Watches, clocks, clockwork operated devices

BELGIUM—Clocks, all types. Bijoux-Preference (importer), 14 Rue des Chartreux, Brussels. WTD 12/23/66.

391 Jewelry, silverware, plated ware

BELGIUM—Bracelets, expansion bands for watches. Bijoux-Preference (importer), 14 Rue des Chartreux, Brussels. WTD 12/23/66.

FRANCE—Toilet ware: silver, nickel silver, pewter, plated. Requests replies in French. Feret Freres (importer, manufacturer, dealer), P.O. Box 150—20-24, Rue Dautancourt, Paris, 17e. WTD 9/24/65.

393 Musical instruments

● **TURKEY**—Supply of 26 types of band instruments, 447 pieces; Trade Opportunity 69, bid deadline Feb. 14. Kara Kuvvetleri Komutanligi, Levazim Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-4370).

394 Toys, amusement, sporting, goods

FRANCE—Fishing tackle, such as reels (all kinds), split cane and fiber-glass rods, monofilaments, hooks and artificial lure, camping forks, spoons, thermo camping utensils; pingpong sets; tennis goods; educative game; toys, such as: dolls, stuffed animals, play cars, baby carriage, strollers. Courrier & Cie (importer, wholesaler), 26, Rue de la Pepiniere, Paris, 8e. WTD 11/2/66.

Dolls, doll parts, clothing, stuffed toy animals, toy furniture, doll carriages, carts, construction sets, mechanical trains, musical instruments, toy guns, air rifles. Direct purchase and agency. Agrafes Internationales (importer, wholesaler), 5, Rue de Nantes, Paris, 19e. WTD 8/29/66.

THAILAND—Ice skates. Direct purchase and exclusive agency. Requests c.i.f. price, catalogs. Louis T. Leonowens Ltd. (importer), Building Materials Dept., 723 Siphya Rd., Bangkok. WTD 5/19/65.

396 Costume jewelry, novelties, buttons

BELGIUM—Jewelry, costume, high quality. Bijoux-Preference (importer), 14 Rue des Chartreux, Brussels. WTD 12/23/66.

399 Manufacturing industries

AUSTRIA—Dressed furs for manufacture of fur coats, other fur apparel; undresed fur skins. Schueler & Co., Pelzhaus "Austrofur" (manufacturer, importer), Gluckgasse 2, A-1010 Vienna. WTD 12/66.

FRANCE—Perfume atomizers; ladies' comb and brush dresser sets. Requests replies in French. Feret Freres (importer, manufacturer, dealer), P.O. Box 150—20-24, Rue Dautancourt, Paris, 17e. WTD 9/24/65.

Toilet brushes. Requests replies in French. Feret Freres (importer, manufacturer, dealer), P.O. Box 150—20-24, Rue Dautancourt, Paris, 17e. WTD 9/24/65.

Linoleum floor tiles. Direct purchase and agency. Comptoir des Materiaux Modernes—CMM (importer, wholesaler, agent), 26, Faubourg de Montbeliard, 90 Belfort. WTD 10/10/66.

GERMANY—Paint brushes, rollers, paperhanging brushes. C.i.f. European ports. Direct purchase and agency. Storchwerke GmbH Brueckmann (wholesaler, manufacturer, exporter), Boysen & Weber, 6-8 Platz der Republik, 56 Wuppertal 1. WTD 11/16/66.

Advertising specialties of all kinds such as leather novelties, ball point pens, cigarette lighters. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Wifa Handelsgesellschaft mbH. (agent, distributor, importer, exporter), 50 Essenerstrasse, 433 Muelheim/Ruhr. WTD 12/21/66.

505 Farm products

● **FRANCE**—Hides, skins for use in making leather garments. Requests replies in French. Galeries de Paris, Societe-Galeries Angelelli-Bompard (manufacturer), Place Gambetta, 06 Cannes. WTD 10/17/66.

208 Beverage industries

SIERRA LEONE—Brandy, wine. Brian Munro (Sierra Leone) Ltd. (manufacturers' representative), P.O. Box 504, Freetown. WTD 12/21/66.

221 Broad woven fabric mills, cotton

GREECE—Upholstering and drapery fabrics, cotton velvets, gabardine for raincoats, shirting and pajama fabrics. Requests c.i.f. Piraeus price quotations. Constantin Theodoropoulos (sales agent), 10 Vlavianou St., Lisiatrion, Athens. WTD 11/30/66.

222 Broad woven fabric mills, manmade fiber, silk

GREECE—Upholstering and drapery fabrics, velvets from dralon, dralon fabrics for trousers, shirting and pajama fabrics, etc. Requests c.i.f. Piraeus price quotations. Constantin Theodoropoulos (sales agent), 10 Vlavianou St., Lisiatrion, Athens. WTD 11/30/66.

225 Knitting mills

BELGIUM—Infants' finished hosiery, all types. Regniers & Cie S.P.R.L. (importer, exporter), Attention Mr. Siret, 9 Quai de Flandre, Charleroi. WTD 12/29/66.

Underwear, knit, men, women, children. Regniers & Cie S.P.R.L. (importer, exporter), Attention Mr. Siret, 9 Quai de Flandre, Charleroi. WTD 12/29/66.

FRANCE—Women's, misses' bathing suits. Jean Gerard (wholesaler, agent), 41, Rue Beaubourg, Paris, 3e. WTD 9/12/66.

SWEDEN—Laminated fabrics for corset trade. Stig Soderberg & Co AB (importer, sales agent), Kungsgatan 37, Stockholm C. WTD 12/22/66.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses' bathing suits. Jean Gerard (wholesaler, agent), 41, Rue Beaubourg, Paris, 3e. WTD 9/12/66.

234 Women's, misses', children's, infants' undergarments

AUSTRIA—Foundation garments for ladies. Exclusive agency. Paul Schrock (manufacturer), Miederfabrikation, Freyung 3, A-1011 Vienna. WTD 12/66.

238 Apparel, accessories

BELGIUM—Gloves, industrial, PVC-synthetic, or other material, impregnated with synthetic material. Etablissements L. De Jonghe (manufacturer), 125 Avenue des Martyrs, Fleron. WTD 12/16/66.

239 Fabricated textile products

FRANCE—Canvas boat awnings; tarpaulin boat covers. Aqua'Stop (importer, manufacturer, wholesaler), 43, Avenue des Piliers, 94 La Varenne-St.-Hilaire. WTD 9/9/65.

249 Wood products

FRANCE—Cork life-preservers. Aqua'Stop (importer, manufacturer, wholesaler), 43, Avenue des Piliers, 94, La Varenne-St-Hilaire. WTD 9/9/65.

251 Household furniture

FRANCE—Wood bedroom furniture; wood kitchen cabinets; wood living-room furniture; upholstered furniture; metal household furni-

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Offals (product of slaughtering operations). Georges Moreau & Cie (importer, commission merchant, agent), 55, Boulevard de Sebastopol, 75 Paris, 1er. WTD 5/9/66.

SIERRA LEONE—Canned, packaged foods. Brian Munro (Sierra Leone) Ltd. (manufacturers' representative), P.O. Box 504, Freetown. WTD 12/21/66.

202 Dairy products

SIERRA LEONE—Canned, packaged foods. Brian Munro (Sierra Leone) Ltd. (manufacturers' representative), P.O. Box 504, Freetown. WTD 12/21/66.

203 Canning, preserving foods

BELGIUM—Canned fruits, vegetables, seafood, specialties, meals. Regniers & Cie S.P.R.L. Attention Mr. Siret (importer, exporter), 9 Quai de Flandre, Charleroi. WTD 12/29/66.

SIERRA LEONE—Canned, packaged foods. Brian Munro (Sierra Leone) Ltd. (manufacturers' representative), P.O. Box 504, Freetown. WTD 12/21/66.

204 Grain mill products

FRANCE—Industrial starches: rice, root, wheat, others. Amidonneries Francaises (manufacturer, importer, dealer), 48, Avenue de Cambrai, 59 Valenciennes. WTD 8/4/66.

ture; mattresses, bedsprings. Michel Helenport (agent), 3, Square de l'Ermitage, 59 Lille. WTD 8/29/66.

262 Paper mills

FRANCE—Disposable toilet seat covers (paper tissues). Jean Gerard (wholesaler, agent), 41, Rue Beaubourg, Paris, 3e. WTD 9/12/66.

264 Converted paper, paperboard products

BELGIUM—Murals, plastified, paper. J. F. Picron (agent, retailer), 16 Grand'Rue, Saint-Ghislain. WTD 12/21/66.

FRANCE—Sanitary napkins. Jean Gerard (wholesaler, agent), 41, Rue Beaubourg, Paris, 3e. WTD 9/12/66.

283 Drugs

SIERRA LEONE—Non-ethical pharmaceuticals. Brian Munro (Sierra Leone) Ltd. (manufacturers' representative), P.O. Box 504, Freetown. WTD 12/21/66.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Cosmetic creams, cleansing, foundation, oil, toilet preparations. Unisel S.P.R.L. (importer, agent), 677-679 Chaussee d'Alsemberg, Brussels. WTD 12/15/66.

Cleaners, solvents, household maintenance products in general. Unisel S.P.R.L. (importer, agent), 677-679 Chaussee d'Alsemberg, Brussels. WTD 12/15/66.

Cleaners, solvents, common clay and all kinds of degreasing products used in metal working industry, garages, and for car maintenance. Etablissements Maurice Baibay (importer, agent, manufacturer), 20-28 Rue Chawieumont, Theux. WTD 12/16/66.

ITALY—Textile finishing agents. Fisma, S.r.l. (manufacturer), Via Milano 165/167, Ospiate (Milano). WTD 8/24/66.

306 Fabricated rubber products

FRANCE—Rubber boat mats; foam rubber boat cushions. Aqua'Stop (importer, manufacturer, wholesaler), 43, Avenue des Piliers, 94 La Varenne-St-Hilaire. WTD 9/9/65.

Rubber baby pants; sanitary panties. Jean Gerard (wholesaler, agent), 41, Rue Beaubourg, Paris, 3e. WTD 9/12/66.

307 Plastic products

BELGIUM—Wall tile and long sheets (flower, marble and mosaic imitation designs). J. F. Picron (retailer, agent), 16 Grand'Rue, Saint-Ghislain. WTD 12/21/66.

FRANCE—Plastic boat covers. Aqua'Stop (importer, manufacturer, wholesaler), 43, Avenue des Piliers, 94 La Varenne-St-Hilaire. WTD 9/9/65.

313 Boot, shoe cut stock, findings

ECUADOR—Shoe cut stock, findings. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

314 Footwear, except rubber

BELGIUM—Shoes, leather, men's, women's, children's dress, work, play shoes. Regniers & Cie S.P.R.L. (importer, exporter), Attention Mr. Siret, 9 Quai de Flandre, Charleroi. WTD 12/29/66.

331 Steel mill products

GREECE—Stainless steel sheets. Requests c.i.f. Piraeus price quotations. Constantin Theodoropoulos (sales agent), 10 Vlavianou St., Lisiatrion, Athens. WTD 11/30/66.

335 Rolling, drawing, extruding of nonferrous metals

ECUADOR—Tube, aluminum, for household furniture manufacturing. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

PHILIPPINES—Electric aluminum cables, fittings. Jimmy T. Tang, President & General Manager, Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Bx 3531, Manila. WTD 2/2/66.

342 Cutlery, hand tools, general hardware

FRANCE—Automobile hardware. Henry Dulphy (commission agent), 29, Rue de la Chapelle, 75 Paris (18e). WTD 9/17/65.

Marine hardware: hinges, sail-slides, tracks. Aqua'Stop (importer, manufacturer, wholesaler), 43, Avenue des Piliers, 94 La Varenne-St-Hilaire. WTD 9/9/65.

SIERRA LEONE—Hand tools, general hardware. Brian Munro (Sierra Leone) Ltd. (manufacturers' representative), P.O. Box 504, Freetown. WTD 12/21/66.

344 Fabricated structural metal products

BELGIUM—Tanks, vessels, other metal containers for sugar plants, chemical, textile industries. V. Vossen & Fils S.P.R.L. (manufacturer), 65 Rue de l'Industrie, Amay. WTD 12/19/66.

351 Engines, turbines

COLOMBIA—Diesel engines 5 to 30 HP (under 750 RPM) to drive water pumps, electric generators, farm equipment. Exclusive agency. General Sales Corporation Ltda. (manufacturers' representative), Apartado Aereo (P.O. Box) 395, Barranquilla. WTD 12/19/66.

353 Construction, mining, materials handling machinery

BELGIUM—Conveyors and conveying equipment for metal working plants, steel mills, textile, chemical industries. V. Vossen & Fils S.P.R.L. (manufacturer), 65 Rue de l'Industrie, Amay. WTD 12/19/66.

355 Special industry machinery

AUSTRALIA—Textile machinery. Overseas Corp. (Aust.) Ltd. (importer, wholesaler, exporter, manufacturer, sales agent), 310 Queen St., Melbourne, Victoria. WTD 6/30/66.

BELGIUM—Cement-making machinery, connected equipment. V. Vossen & Fils S.P.R.L. (manufacturer), 65 Rue de l'Industrie, Amay. WTD 12/19/66.

GERMANY—Tire retreading and recapping machines; other tire processing and tire repairing machines. Requests replies in German. Ulrich Nitschke (importer, exporter, wholesaler, sales agent), 6 Frankfurt/Main, Roedelheimer Land Str. 62. WTD 12/21/66.

ISRAEL—Machinery for food, chemical, pharmaceutical processing industries; requests catalogs, price lists. Petrus Technical Supplies Ltd. (manufacturers' representative), 78 Petah-Tikva Rd., Tel Aviv. WTD 12/19/66.

ITALY—Equipment for metallurgical, chemical plants. Euroimpianti S.r.l. (agent), Viale Romagna 47, Milan. WTD in preparation.

THAILAND—Gravure press capable of printing on polyethylene coated paper, foil and cellophane. Requests c.i.f. or f.o.b. prices, catalog. National Printing Co. Ltd. (importer), 526 Pleonchit Rd., Bangkok. WTD 1/19/66.

356 General industrial machinery

FRANCE—Hydrostatic transmissions: over 15 HP, for industrial use. Vareduc S.A. (importer, manufacturer, wholesaler, retailer, agent), 2, Rue Joseph Riviere, Courbevoie—92 Hts de Seine. WTD 3/18/66.

357 Office, computing, accounting machines

FRANCE—Digital and analog computers, processors, their peripheral equipments; printing units. Technicomer—Societe Technique Commerciale des Machines Automatiques Modernes (importer, manufacturer, dealer, agent), 4, Place de Valois, 75 Paris, 1er. WTD 1/18/66.

361 Electric transmission, distribution equipment

ITALY—Potentiometers, recording instruments, electric and temperature measuring instruments. S.I.R., Strumentazione Industriale Regolazioni (manufacturer, agent), Via Monte Bianco 46, Milano. WTD 8/19/66.

PHILIPPINES—Electrical equipment, supplies including dry and oil immersed distribution transformers, 15 to 500 KVA; watthour meters, conduit pipes, fittings, motor controls. Jimmy T. Tang, President & General Manager, Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Box 3531, Manila. WTD 2/2/66.

363 Household appliances

BELGIUM—Garbage grinders, reducers, disposal. Societe des Broyeurs Bop (exporter), 90 Rue Dobbelenberg, Haren-Brussels. WTD 12/19/66.

SIERRA LEONE—Electric household appliances for 230-volt, single phase, 50-cycle alternating current. Brian Munro (Sierra Leone) Ltd. (manufacturers' representative), P.O. Box 504, Freetown. WTD 12/21/66.

364 Electric lighting, wiring equipment

FRANCE—Marine fluorescent and/or incandescent lighting fixtures, marine water-tight lighting. Aqua' Stop (importer, manufacturer, wholesaler), 43, Avenue des Piliers, 94 La Varenne-St-Hilaire. WTD 9/9/65.

PHILIPPINES—Electric wiring devices. Jimmy T. Tang, President & General Mgr., Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rival Ave., Box 3531, Manila. WTD 2/2/66.

365 Radio, television receiving sets

FRANCE—Radio receivers; portable radio-receivers; radio tuners; wired radio receiving set chassis. Vareduc S.A. (importer, manufacturer, wholesaler, retailer, agent), 2, Rue Joseph Riviere, Courbevoie—92 Hts de Seine. WTD 3/18/66.

PHILIPPINES—Electronics equipment including record players, hi-fi, stereo amplifiers, tape recorders, radio, television sets. Jimmy T. Tang, President & General Mgr., Avesco Mar-

keting Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Box 3531, Manila. WTD 2/2/66.

366 Communication equipment

BELGIUM—Signals, street traffic, electric. Agency for Belgium, France, Luxembourg, Germany. Publisi S.P.R.L. (importer), 35 Rue Steppe, Brussels 9. WTD 12/27/66.

FRANCE—Commercial portable radio receivers; radio relay equipment: transmitter, receiver, transmitter-receiver; radio receiving and transmitting auxiliary equipment. Vareduc S.A. (importer, manufacturer, wholesaler, retailer, agent), 2, Rue Joseph Riviere, Courbevoie—92 Hts de Seine. WTD 3/18/66.

PHILIPPINES—Communication, intercommunication equipment including transceivers, intercommunication systems, telephones. Jimmy T. Tang, President & General Mgr., Avesco Marketing Corp. (importer, wholesaler, retailer, indentor), 653-655 Rizal Ave., Box 3531, Manila. WTD 2/2/66.

367 Electronic components, accessories

FRANCE—Radio parts, accessories. Vareduc S.A. (importer, manufacturer, wholesaler, retailer, agent), 2, Rue Joseph Riviere, Courbevoie—92 Hts de Seine. WTD 3/18/66.

371 Motor vehicles, motor vehicle equipment

FRANCE—Parts and assemblies for motor vehicles; automobile accessories, such as safety belts, defrosters, hub caps, aerial antennas, rear vision mirrors, bumpers, windscreen wipers. Henry Dulphy (commission agent), 29, Rue de la Chapelle, 75 Paris (18e). WTD 9/17/65.

384 Surgical, medical, dental instruments

FRANCE—Sterilized absorbent cotton; sanitary tampons. Jean Gerard (wholesaler, agent), 41, Rue Beaubourg, Paris, 3e. WTD 9/12/66.

394 Toys, amusement, sporting goods

BELGIUM—Toys, games for children. Regniers & Cie S.P.R.L. (importer, exporter), Attention: Mr. Siret, 9 Quai de Flandre, Charleroi. WTD 12/29/66.

395 Pens, pencils, office, artists' supplies

FRANCE—Linen marking devices. Jean Gerard (wholesaler, agent), 41, Rue Beaubourg, Paris, 3e. WTD 9/12/66.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Notions, such as household needles (crocheting, darning, hand knitting, hand sewing) glass head pins; apparel fasteners: buckles, eyelets, hooks, eyes; zippers, slide fasteners; buttons, parts; costume jewelry, novelties. Jean Gerard (wholesaler, agent), 41, Rue Beaubourg, Paris 3e. WTD 9/12/66.

399 Manufacturing industries

BELGIUM—Signs, roads, streets, metal, non-electric. Agency for Belgium, France, Germany, Luxembourg. Publisi S.P.R.L. (importer), 35 Rue Steppe, Brussels 9. WTD 12/27/66.

ITALY—Highway and street traffic signs; safety signs systems for industrial plants. Eccolite Italiana, S.p.A. (distributor), Via Negroli, 28/2, Milano. WTD 9/19/66.

Leads for Importers

Commodities are offered direct unless specified

142 Crushed, broken stone

ARGENTINA—Onyx marble slabs and manufactured products. Requests replies in Spanish. Atlantica Eximport S.R.L. (export agent), Paez 3100, Buenos Aires. WTD 12/28/66.

201 Meat products

ETHIOPIA—Sheep, goat, especially kid skins. Andemicael Araya (manufacturer, exporter), 20 Kolash Street, Asmara. (P.O. Box 855). WTD 12/31/66.

229 Textile goods

ARGENTINA—Greasy wool. Requests replies in Spanish. Sr. Miguel A. Ayarra, President, Mianay S.A.C.I. y F. (exporter), Urquiza 265, Viedma, Rio Negro. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ETHIOPIA—Beeswax. Andemicael Araya (manufacturer, exporter), 20 Kolash St., Asmara, (P.O. Box 855). WTD 12/31/66.

355 Special industry machinery

GERMANY—Tools and machinery for painting, paintspraying, paint mixing. F.o.b. European ports. Storchwerke GmbH Brueckmann, Boysen & Weber (wholesaler, manufacturer, exporter), 6-8 Platz der Republik, 56 Wuppertal 1. WTD 11/16/66.

358 Service industry machines

FRANCE—Self-heating washers, coin-operated. S.E.L.L.S.A.—Societe pour l'Equipement de Laveries Libre-Service Automatiques (importer, dealer), 12, rue Lapeyrere, Paris, 18e. WTD 5/18/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—At the close of 1966 the Argentine Government announced its decision to go ahead with the construction of the **El Chocon-Cerros Colorados hydroelectric project** involving total outlays of close to $400 million. Bids will be solicited and contracts let in 1967. At the same time the Government announced that negotiations with the Uruguayan government regarding the Salto Grande hydroelectric project would continue; the government hoped to be able to start this project in time to meet the steadily increasing power needs of the near future. Among the reasons given for the choice of Chocon over Salto Grande was the immediate need for flood control measures in the Rio Negro Valley.

The Chocon-Cerros Colorados project has three goals: to gain flood control on the Neuquen, Limay, and Rio Negro rivers; to guarantee regular irrigation of present and future agricultural areas; to generate electric energy. The Chocon portion of the project will include an earthfill dam (74 meters high, forming a lake 85,500 hectares with a capacity of 30 billion cubic meters), a hydroelectric powerhouse with six generator groups having a maximum capacity of 1,200,000 KW's. The Cerros Colorados portion will have a dike and spillway on the Rio Neuquen and have a powerhouse generating a maximum 450,000 KW's.

The dams will reduce the flow of water from 11,000 cubic meters per second to 4,500. This control of the Rio Negro will open to irrigation a minimum of one million hectares in the Rio Negro Valley, nearly doubling the present irrigated area in Argentina. The generators are scheduled to be in place in 1973, and the rest of the work completed in 1977. The increased electric power output will equal 34% of present Argentine production.

A double transmission line will run 1,100 kilometers to Buenos Aires at a cost of approximately $100 million for the 6,450 metal towers.

BRAZIL—Mayor Faria Lima signed a Municipal Law authorizing the *Prefeitura de Sao Paulo* (Sao Paulo City Government) to incorporate a company called **Companhia do Metropolitano de Sao Paulo METRO (Sao Paulo Subway Company)** with a capital of Cr $10 billion (2200 Cr = US $1.00), controlled by the Municipality, with possible Government and State participation.

The purposes of the new company are: a) contract for and supervise a feasibility study and a project for a mass transportation system for the city of Sao Paulo; b) contract for and supervise its construction; c) operate the system. Nine foreign firms, associated with local engineering companies, have submitted their bids for the preparation of the feasibility study. The proposals are being studied by a study committee (Grupo Executivo do Metropolitano); it is anticipated that the winner will be announced by the end of January 1967.

ECUADOR—U.S. suppliers of hospital equipment are invited to contact Azucarera Tropical Americana, S.A., P.O. Box 5895, in Guayaquil for the supply of **complete equipment for a fifty-bed hospital** to be constructed concurrently with that of the office and refinery buildings of what will be Ecuador's largest sugar mill, representing a total investment of some $10 million. A World Trade Directory Report (WTDR) dated 5/25/66 is available.

INDIA—The Agency for International Development has announced that it will issue extended risk guarantees for a U.S. investment in a **huge new fertilizer plant in India.** The

guarantees will cover 75% of a 14-year $23 million loan to be made by private U.S. institutions to Madras Fertilizers, Ltd., a new company which will build, own and operate a $70 million plant at Madras, India. The new company is owned by the Government of India and Standard Oil of Indiana's subsidiary, Amoco India, Inc. Amoco is making a $9 million equity investment. It is expected that the new enterprise will meet about 9% of India's estimated fertilizer requirements by 1971.

The Madras plant will be the first fertilizer plant in which the Indian Government and a foreign private firm—in this case, Amoco—are partners, in both management and equity participation. It is scheduled to be one of the largest fertilizer plants in India. The plant will have an annual capacity equivalent to 200,000 metric tons of nitrogen and 85,000 tons of phosphate. Under the Amoco agreement with the Government of India, the plant will have the right during the first seven years of operation to distribute its products through its own marketing organization and without price controls. An amount equivalent to at least $23 million will be spent for procurement in the United States. In addition, U.S. exports of such raw materials as phosphoric acid may be increased by the plant's needs.

SOUTH AFRICA—Although the Cape Town City Council in 1966 agreed in principle to implement the two proposed schemes **(Voelvlei Dam and Berg River Pumping Scheme)** publicized in the Nov. 7, 1966 (p. 40) issue of INTERNATIONAL COMMERCE, funds for the completion of preliminary investigations and the commencement of construction have reportedly not yet been allocated.

It was originally estimated that the earliest date for completing the Berg River Pumping Scheme would be mid-1967, but this is now no longer possible; augumentation of supplies from this source cannot be expected before mid-1968. Similarly, the earliest date for the delivery of water from Voelvlei, originally indicated as the end of 1968, will now probably be early 1970.

The third scheme from which the Cape Town Waterworks Undertaking will derive indirect augmentation is the construction of a dam as Assegaaibos. The date of its completion by the Government is as yet unspecified.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Peter Shearer, Peter Shearer Pty. Ltd., Qantas House, 280 Queen St., Brisbane, Queensland, **interested in purchasing textiles and men's wear.** Jan. 20 via New York for two to three weeks. c/o Australian Consulate General, New York, N. Y. Itinerary: New York, others if necessary. WTD 12/22/66.

BELGIUM—F. C. De Backer, Managing Director, CELSA-Constructions, Etudes & Entreprises S.A., 139 Chaussee de Charleroi, Brussels, **interested in acting as exclusive agent in Belgium for U.S. firms active in the heating, air conditioning, refrigeration and ventilation fields.** Jan. 30 via New York for three weeks. c/o International Heating & Air Conditioning Exposition, Detroit, 1/30-2/2. Itinerary: Detroit, St. Louis, Miami, New York, other cities if necessary. WTD 10/25/66.

FRANCE—J. J. La Rus, representing self (European Licensee and sales supervisor), 2, Avenue Le Notre, Marly-le-Roi, Seine et Oise, **interested in contacting U.S. manufacturers of equipment to move, handle or treat fluids, air, gas, steam and water** including heating, ventilating, air conditioning, air filtration, dust control and water treatment processes and equipment to share services of combination "European Branch Office" with other U.S. companies in this field to better promote, organize and coordinate licensed manufacture and sale of their products throughout Western Europe. Jan. 30-Feb. 17. c/o Hotel Pick-Fort Shelby, Lafayette Boulevard at First St., Detroit 26 until Feb. 1; c/o Ilg Industries Inc., 2850 N. Pulaski Rd., Chicago, Ill. until Feb. 17. Itinerary: Detroit, St. Paul, Chicago, Pittsburgh, New York.

GERMANY—Dr. Albert H. Grube, attorney for Mr. Franz Pluemer, the owner of Franz Pluemer, Waeschereimaschinenfabrik, 2000 Hamburg 36, Colonnaden 5, **interested in contacting U.S. manufactures interested in partnership or licensing agreements with a German machinery manufacturer specializing in stainless steel industrial equipment with own patent rights.** Jan. 30 via New York for four to five weeks. c/o Kenneth R. Strang, 647 Hidden Lane, Grosse Pointe Wood 36, Mich. or Karl L. Grube, 28 Paradise Lane, Treasure Island, Fla. 33706. Itinerary: New York, Detroit, Chicago, Treasure Island, Fla., others if necessary. WTD in preparation.

GUYANA—George Reynold Loung, representing Geo. R. Loung & Co., 17/18 Croal St., Georgetown, **interested in machines and equipment for manufacture of costume jewelry and requesting technical information on barrel gold plating, anodising aluminum jewelry and nickel plating.** Jan. 22 via New York for one week. c/o King Edward Hotel, 120 W. 44th St., New York, N. Y. 10036. Itinerary: New York, Jersey City. WTD under revision.

HONG KONG—James Man-Hon Wu, Managing Director, China Cold Storage and Engineering Co., Ltd., 1st Floor, 102 Takshing House, 20 Des Voeux Road Central, Hong Kong, **interested in contacting U.S. manufacturers of air conditioners and fans, in obtaining information on air conditioners and other major appliances, and in locating U.S. sources of supply for hydraulic equipment, especially for materials handling, and equipment for winding electric motors.** Jan. 10 via Seattle for three weeks. c/o Mr. McCloskey, Vice President, Westinghouse Electric International Co., Pan Am Bldg., 200 Park Ave., New York, N.Y. 10017. Itinerary: Seattle, Chicago, Columbus, Ohio for one week, Pittsburgh for one week, New York, San Francisco; may attend either International Heating & Air Conditioning Exposition in Detroit or the Air Conditioning, Heating, & Refrigeration Industry Show in Louisville. WTD 4/30/65.

IRAN—Mohammad Rousta, representing Mohammad Rousta (Sturgeon Company), Tabas Bldg., Tabas St., Ferdowsi Ave., Tehran, **interested in establishing a joint venture with a U.S. firm to produce canned foodstuffs** and requesting technical information. Jan. 12 via New York for two weeks. c/o Pan Orient Trading Co., 80 5th Ave., Rm. 1106, New York, N. Y. 10011. Itinerary: New York, Washington. WTD under preparation.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Boat and Ship Builders, Repairers and Chandlers—Sweden, Dec. 1966
Cooperage and Containers—Importers and Dealers—Sweden, Jan. 1967
Dental Supply Houses—Hong Kong, Jan. 1967
Hardware—Importers and Dealers—Malaysia, Dec. 1966
Pulp and Paper Mills—Guatemala, Jan. 1967
Sporting Goods, Toys and Games—Importers and Dealers—Netherlands Antilles, Jan. 1967
Sporting Goods, Toys and Games—Importers and Dealers—Venezuela, Jan. 1967

Greece sets bid deadline for design, supply, erection of transmission line

The Greece Government has now fixed a bid deadline of March 31 for design, supply of materials, erecting, commissioning and financing of a transmission line of 380 KV, connecting the hydroelectric plant of Acheloos with Athens.

Interested firms should communicate directly with the Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102, Attention: Purchasing Dept., to whom they should submit a letter of guarantee and qualification data at an earlier date. (INTERNATIONAL COMMERCE, Dec. 29, pg. 30.)

Libya announces bids on construction of silos

Libya has announced International Tender Nos. 1000 and 1001 for construction of 10,000 ton silos at Zliten about 100 miles east of Tripoli, and at Al Marj about 45 miles east of Benghazi.

Complete information is available only by purchase of terms and specifications from the Libyan Public Works Dept., Benghazi and Tripoli for fee of L£30 ($84.00) for each set. A guarantee of L£14,000 ($42,000) must accompany tender. U.S. firms could arrange this by a letter of guarantee from a bank in Libya backed by the firm's bank in the U.S.

Iran will purchase adhesives

The Iranian Tobacco Monopoly, Teheran, Iran, has issued a request for bids with a deadline of March 4 for the following items: 5,000 kgs. Gum Gloria; 5,000 kgs. Gelatine Powder; 25,000 kgs. Gum Salicum Powder; 35,000 kgs. Lentiform Glue; 20,000 kgs. Cigarette Filter Tipping Adhesive. Copies of the tender and conditions are available on a loan basis to firms located in the United States from the Chemicals & Allied Products Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3512).

New Books and Reports

***Business Latin America.* Published by Business International Corp. New York. $180 per year.**

This new periodical is an attempt to provide coverage of all Latin America in a single business publication. It encompasses two aims: to provide interpretive reporting each week on changes within the various Latin American countries; and to cover new business ideas, techniques and skills developed through actual experience by corporations operating in the area.

The new weekly is a publication of Business International Corp., which also publishes *Business International* and *Business Europe*.

Write: Business International, 757 Third Avenue, New York, N.Y. 10017

***Overseas Associates: Statistical Memento 1966.* Published by the Statistical Office of the European Community. Brussels. 1966. 210pp. $1.**

This publication is a compendium of statistics on the demographic, social, economic, financial and commercial aspects of the following overseas countries, territories and departments associated with the European Economic Community: Burundi, Cameroun, Central African Republic, Chad, Congo (Brazzaville), Congo (Kinshasa), Dahomey, Gabon, Ivory Coast, Madagascar, Mali, Mauritania, Niger, Rwanda, Senegal, Somalia, Togo, Upper Volta, Surinam, Netherlands Antilles, St. Pierre and Miquelon, Comoro Archipelago, French Somali Coast, New Caledonia, French Polynesia, Guadeloupe, French Guiana, Martinique and Reunion.

Write: Information Service, European Community, 900 17th St. NW., Washington, D.C. 20006.

***A Practical Guide to Bills of Lading.* By C. F. Powers. Published by Oceana Publications, Inc. New York. 1967. 284pp. $12.50.**

This reference book answers the need for a clear, concise explanation of the clauses of bills of lading in layman's terms, for merchants, traders, students, and employees of the transportation industry.

Although there is no standard international bill of lading form, the United States has developed a uniform format to facilitate the preparation of shipping documents, which this volume discusses.

Write: Oceana Publications, Inc., Dobbs Ferry, N.Y. 10522.

***Opportunity Australia.* By Brian R. Barry. Published by Commercial Bank of Australia Ltd., Melbourne. 1966. 174pp. Free.**

This is a guide for those seeking business information on Australia. Published to coincide with the 100th anniversity of the Commercial Bank of Australia Ltd., the book is the first edition using Australia's new dollars and cents currency. The editor is an economist, a former journalist, senior Australian Department of Trade executive and a member of overseas trade and investment missions.

Answers are provided to most of the questions asked by potential investors and others, ranging from total foreign investment opportunities to the cost of factory space, the returns from a grocery business and the salaries of accountants.

The reader learns the meaning to Australia of Britain's move towards the European Common Market, of the lessening of traditional British trade links and how Australia is coping with this by opening new doors.

Write: Commercial Bank of Australia Ltd., Melbourne, Australia, or the Victoria Promotion Committee, c/o Sydney Morrell & Co., Inc., 32 East 57th Street, New York, N.Y. 10022.

Foreign Market Surveys

Nineteen new titles in the Department of Commerce series of foreign market surveys are available at the new price of $3 for hard cover, 65¢ for microfiche copy.

Audio-Visual Equipment in the United Kingdom (PB 173 705), August 1964, 43pp.

The Market for Foundry Equipment in the Federal Republic of Germany (PB 173 706), April 1965, 4pp.

Dairy Machinery in the Federal Republic of Germany (PB 173 707), September 1965, 17pp.

Self-Service Store and Supermarket Equipment in the Federal Republic of Germany (PB 173 708), June 1965, 39pp.

Metalworking Equipment in Thailand (PB 173 709), July 1963, 22pp.

Metal Cutting Machines in Malaya (PB 173 710), May 1965, 28pp.

Food Produce in Thailand (PB 173 711), October 1964, 11pp.

Automotive Maintenance Equipment in Thailand (PB 173 712), August 1964, 7pp.

Air Tools in the Netherlands (PB 173 713), September 1962, 22pp.

Metalworking Equipment in Mexico (PB 173 714), July 1965, 58pp.

Boating Accessories and Equipment in Italy (PB 173 715), July 1963, 23pp.

Boating Accessories in the United Kingdom (PB 173 716), June 1964, 36pp.

Children's Clothing in Italy (PB 173 717), April 1965, 26pp.

Electroplating and Metal Finishing Equipment in the United Kingdom (PB 173 718), August 1964, 37pp.

Machine Tools and Other Metalworking Equipment in Spain (PB 173 719), July 1964, 36pp.

Machine Tools in Japan (PB 173 720), July 1963, 4pp.

Welding Equipment in the Netherlands (PB 173 721), September 1963, 16pp.

Home Maintenance Equipment and Supplies in the United Kingdom (PB 173 722), August 1964, 47pp.

Commercial Baking Equipment in Japan (PB 173 723), August 1963, 78pp.

Write: U.S. Clearinghouse for Technical and Scientific Information, U.S. Dept. of Commerce, Springfield, Va. 22151. (Attn: Code 410.12)

International Reports. **New York. $195 per year.**

This is a special weekly service on international finance and currencies, including reports and analyses covering: actual and pending changes of foreign currency values; financing terms and opportunities in foreign trade; transfer conditions abroad, exchange controls and foreign payments facilities; barter, compensation and switch trade opportunities; free gold markets.

Subscribers also receive the Statistical Market Letter on foreign exchange and gold, and special notifications on subjects of interest to foreign traders and investors.

The subscription price is scheduled to increase effective May 1.

Write: International Reports, Inc., 200 Park Ave. So., New York, N.Y. 10003.

Guide to Investment in Pakistan. **Published by the Department of Investment Promotion and Supplies, Government of Pakistan. 55 pp. Free**

This guide surveys Pakistan's general policy towards foreign investment and outlines the application procedures for Government approval of foreign investment.

The booklet also reviews the country's tax structure and the available financing facilities.

Write: Consulate General of Pakistan, 12 East 65th Street, New York, N.Y. 10000; or Embassy of Pakistan, 2315 Massachusetts Avenue, NW., Washington, D.C. 20008.

International Buyers' Directory to Illinois Products. **Published by the Department of Business and Economic Development, State of Illinois. 136pp.**

This four-language buyers guide, the first statewide directory of Illinois agricultural and manufactured products offered for sale overseas, lists some 3000 Illinois firms.

The directory, printed in French, Spanish, German and English, is being distributed to foreign trade associations, chambers of commerce, U.S. Government domestic and foreign offices, libraries and other information sources in more than 150 markets in countries throughout the world.

The purposes of the publication are to stimulate overseas sales of Illinois-made products, encourage Illinois companies to expand their export activities and motivate firms that are not now exporting to look to foreign markets.

The directory contains firm and product information, listed under 150 categories with alphabetical group references, and information and photographs relating to Illinois' advantages as a place to buy in, ship through, visit or locate an office or plant.

The guide was prepared by the State's Division of Export Expansion in cooperation with the Northern Illinois Gas Co., which volunteered the services of its data processing system.

For further information, **write:** James Cassin, 160 No. La Salle St., Chicago, Ill. 60601.

SEATO report on medical research

The April 1965 Annual Progress Report of the SEATO Medical Research Laboratory, Bangkok, contains a series of medical research studies that may be of interest to the pharmaceutical industry.

A copy of this report is available to interested parties on a limited time loan basis from the Business and Defense Services Administration, Chemicals and Allied Products Division, U.S. Department of Commerce, Washington, D.C. 20230.

Europe's Rules of Competition. **Published by Business International Corp. New York. $40.**

This report analyzes the antitrust rules and regulations in force in Europe today. European antitrust legislation varies from country to country, so that even the uniformity of American antitrust is missing. Businessmen have difficulty keeping abreast of these laws and the almost daily additions and deletions to them.

This volume spells out exactly what the laws are in each country and within the European Common Market, and shows how they affect business practices. The report illustrates how companies selling in Europe today have found their agreements with other companies prohibited by EEC legislation although legal under national law, and cites typical examples of corporate experience with conflicting legislation.

Write: Business International, 757 Third Avenue, New York, N.Y. 10017.

Wages in Japan and the United States. **Published by the U.S. Government Printing Office. 1966. 156pp. $1.**

This is a report on the joint United States-Japan wage study conducted by the Japanese Ministries of Labor and International Trade and Industry and the U.S. Department of Labor. It is an attempt by the two countries to compile better information about labor standards, employment conditions, wages and other aspects of labor policy.

In 1963 the Joint Working Group on U.S.-Japan Wage Study met in Washington, D.C., and agreed on the themes of the joint study: economic background of wage determination; various factors of wage determination; and wage levels and structure.

This volume, the joint report of the group, contains sections on wages in Japan, wages in the United States, and conclusions; appendixes of definitions of terms; definitional differences in the employment and earnings statistics of the United States and Japan; and statistical data. Both country sections contain descriptions of the historic, social and economic backgrounds of the countries, without which an accurate understanding of the wage situation in the respective countries cannot be obtained.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Comparative Prices of Nonferrous Metals in International Trade, 1953-64. **By Irving B. Kravis and Robert E. Lipsey. Published by the National Bureau of Economic Research. New York. 1966. 56pp. $2.**

This report is part of a broad study designed to improve methods of measuring comparative prices and price trends in international trade. A preliminary report on the study, giving aims, methods and tentative results for iron and steel, was published in 1965.

The report's aim is to present new indexes of relative prices and price trends in nonferrous metals, and some of the background information on ownership, production and trade.

Section I of the book is primarily a summary of the previous paper. Section II gives the results for nonferrous metals as a group. Section III present indexes for the main individual metals and descriptions of the chief characteristics of particular metal markets.

Write: Columbia University Press, 2960 Broadway, New York, N.Y. 10027.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-959/28

Calendar *for international traders*

AKRON—Jan. 26—Export Expansion Workshop, 10 a.m., Sheraton Hotel. Sponsors: Chamber of Commerce; REEC; Cleveland Field Office.

CHICAGO—Jan. 25—Businessmen's consultations with members of U.S. trade mission to Ireland and Portugal, Chicago Field Office. Sponsor: Commerce Field Office.

CHICAGO—Jan. 25—Special Interest Meeting on Ireland and Portugal, International Trade Club, 25th Floor, 219 Dearborn St. Sponsor: Commerce Field Office.

CHICAGO—Feb. 2—In-Office Meeting, Chicago Field Office. Sponsors: REEC; Commerce Field Office.

CHICAGO—Feb. 14—Automotive Exporters' Club, Builders Bldg. Sponsor: Commerce Field Office.

CHICAGO—Feb. 15-16—World Trade Conference, Palmer House. Sponsors: International Trade Club; Chicago Association of Commerce & Industry.

CINCINNATI—Jan. 25—International Seminar on the Pacific Area, 10 a.m.-2 p.m., Carrousel Inn. Sponsors: Northwest Orient Airlines; REEC; Commerce Field Office.

CLEVELAND—Feb. 8—Export Expansion Workshop Series, First Sessions, National City Bank Bldg. Sponsor: Commerce Field Office.

DALLAS—Jan. 27—Management Training Seminar in Export Trade held at the University of Dallas. Sponsors: University of Dallas; Chamber of Commerce; REEC; Commerce Field Office.

DETROIT—Jan. 20-Feb. 2—18th International Heating & Air-Conditioning Exposition, Cobo Hall. Sponsor: American Society of Heating, Refrigerating & Airconditioning Engineers.

DETROIT—Jan. 24—Export Marketing Workshop, 9:15-12:15, Rm. 456, Federal Bldg. Sponsors: REEC, Commerce Field Office.

GREENVILLE, Miss.—Jan. 25—Export Workshop, Greenville Bank. Sponsors: Chamber of Commerce; REEC; Memphis Field Office.

KANSAS CITY—Jan. 26—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

LOS ANGELES—Jan. 27—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office; U.S. Department of Commerce.

MANSFIELD, Ohio—Jan. 25—Export Expansion Workshop, noon-3 p.m. Sponsors: REEC; Chamber of Commerce; Commerce Field Office.

MINNEAPOLIS—Jan. 27—Export Expansion Conference on "How to Sell Abroad under AID Financing Programs," Noon-3 p.m., Hotel Leamington. Sponsors: REEC; Commerce Field Office.

MOBILE—Feb. 1-28—Product Exhibit for Alabama Manufacturing Exporters at International Trade Center. Sponsors: Alabama Export Council, Alabama State Docks, Commerce Field Office.

NEW YORK—Jan. 24—Roundtable "Profits in Exports" Conference, Meadowbrook National Bank, Great Neck, Long Island. Sponsors: Meadowbrook National Bank, REEC, Commerce Field Office.

NEW YORK—Jan. 25—Luncheon meeting of National Association of Export Management Cos. on selling to Eastern Europe, Ben Franklin Hall Advertising Club, 12:30 p.m. **Speaker: Robert E. Simpson, Director, Office of International Regional Economics, Bureau of International Commerce, U.S. Department of Commerce.**

NEW YORK—Jan. 31—Businessmen's consultations with members of U.S. trade mission to Libya, Tunisia and Morocco, St. Regis Hotel. Sponsors: American-Arab Assn. for Commerce & Industry; Commerce Field Office. Speaker: John V. Tunney, U.S. Representative from Calif.

NEW YORK—Feb. 6-8—Planning & Implementing World-Wide Management Information Systems Orientation Seminar, Hotel Pierre. Sponsor: American Management Assn.

OMAHA—Jan. 26—In-Office Workshop for New Exporters, Chamber of Commerce. Sponsors: Kansas City Field Office; REEC; U.S. Department of Commerce.

PASSAIC, N.J.—Feb. 23—"Profits in Exports" meeting, Chamber of Commerce; Commerce Field Office, New York.

PINE BLUFF—Jan. 26—Export Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Memphis Field Office.

PITTSBURGH—Jan. 31—Export Counseling Program, 1-5 p.m., Chamber Board Rm. Sponsors: REEC; World Trade Council; Chamber of Commerce.

ST. LOUIS—Jan. 24—"Show You" Export Workshop, Auditorium of the Federal Bldg. Sponsors: REEC; Commerce Field Office.

ST. LOUIS—Jan. 26—World Trade Club monthly dinner meeting, Bel Air West. Speaker: Redington Fiske.

ST. LOUIS—Jan. 26-27—Businessmen's Consultations with Members of U.S. Trade Mission to Ireland and Portugal, Commerce Field Office. Sponsors: World Trade Club; Commerce Field Office; REEC; Chamber of Commerce.

SAN FRANCISCO—Jan. 25—General Export Seminar, Rm. 13450, New Federal Bldg., 450 Golden Gate Ave., 9:30 a.m. Sponsor: Commerce Field Office.

WICHITA FALLS, Tex.—Jan. 23—Management Training Course in International Trade at Midwestern University. Sponsors: Midwestern University; Wichita Falls Chamber of Commerce; REEC; Dallas Field Office.

YORK, Pa.—Jan. 24—Chamber of Commerce membership meeting, Yorktowne Hotel, 6 p.m. **Speaker: Roderick Gillies, Executive Director, Export Expansion Councils.** Sponsor: Commerce Field Office, Philadelphia.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

CH - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH

POSTAGE AND FEES PAID
IMENT PRINTING OFFICE

t-Class Mail

Still Available

BDSA

U.S. INDUSTRIAL OUTLOOK 1967

. . . includes developments in 1966 with projections for 1967

Covers trends in more than 80 key United States industries with forecasts on exports, imports, production, sales, shipments, employment, productivity, new products and developments . . . 216 pages and more than 250 charts and tables . . . Prepared by the Business and Defense Services Administration of the U.S. Department of Commerce . . . Order your copy today.

$1.25 a copy

ORDER FORM

Superintendent of Documents
To: Government Printing Office
Washington, D.C. 20402
or
Any Department of Commerce
Field Office

Enclosed find $_____ (check or money order) for _____ copies of U.S. INDUSTRIAL OUTLOOK FOR 1967, at $1.25 a copy.

Please charge these publications to my Deposit Account No. _____

Name _____

Street address _____

City, State, ZIP code _____

FOR USE OF SUPT. DOCS.

Enclosed _____
To be mailed later _____
Subscription _____
Refund _____
Coupon refund _____
Postage _____

PLEASE FILL IN MAILING LABEL BELOW

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

Name _____

Street address _____

City, State, ZIP code _____

PENALTY FOR PRIVATE USE TO AVOID PAYMENT OF POSTAGE, $300